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NEWS SUMMARY

GENERAL: Militant Tendency victory for Foot. BUSINESS: Sterling trend firmer; tin up. £10m for Cunard. UN chief's visit. Nurses pay fear. Briton held. Schild loses. McNea plea. Grade's new post. 'Prince Elvis'. World Cup. Mottram wins. Briefly... CHIEF PRICE CHANGES YESTERDAY

BR ready to revoke closed shop deals if strike goes ahead

BY JOHN LLOYD, LABOUR EDITOR. SIR PETER PARKER, chairman of British Rail, last night virtually ensured an all-out rail strike from Monday when he appealed to railway workers to defy the strike call of their union leaders...

Hitachi admits document purchase

By Charles Smith in Tokyo. HITACHI, one of the two Japanese companies accused by the U.S. FBI and the U.S. Attorney's office of conspiring to have documents stolen from IBM, admitted last night that it had been involved in the purchase of technological information from a California consultancy company.

Mitterrand hints at EEC veto on Spanish entry

BY JOHN WYLES IN BRUSSELS. EEC HEADS of Government are bracing themselves for a possible attempt by President Francois Mitterrand of France at their summit meeting in Brussels next week to delay or even veto full Spanish and Portuguese membership of the European Community.

Israelis and Syrians locked in fresh battle near Beirut

BY DAVID LENNON IN TEL AVIV AND ANTHONY McDERMOTT IN BEIRUT. WIDESPREAD fighting between Israeli and Syrian forces resumed in Lebanon yesterday with a fierce battle raging for control of the main road from Beirut to Damascus.

Takeover offences 'criminal'

BY RAY MAUGHAN. BRACITIES of the provisions of the 1967 Companies Act designed to protect shareholders against 'surreptitious takeovers' should be 'made expressly remedial by criminal proceedings', a Department of Trade inspectors report urged yesterday.

Table of price changes for various commodities and shares, including RISES and FALLS sections.

Table of contents listing various news items and their page numbers, such as 'British Rail strike threat' and 'excavator seeks to beat Japanese'.

Advertisement for Swindon Enterprise: How many places do you know where local industry leads the World? Includes logos for Plessey, Raychem, Intel, Logic, VTS, Rousset, and A2A Swindon.

EUROPEAN NEWS

Anthony Robins: follows Soviet response to the birth of an independent disarmament movement

West unmoved as Moscow stifles peace 'stunt'

THE Russian word for peace, *mir*, is the same word for the world and *miru* or "peace to the world" is one of the briefest and most succinct of all the slogans which advertise the Communist system to a 260m-strong captive audience throughout the Soviet Union. But the reaction of the Soviet authorities to the birth of a budding independent peace movement has been far from enthusiastic.

The massive publicity which the Soviet media continues to give to peace movements and mass anti-war demonstrations around the world meant it was really only a question of time before someone attempted to follow their example, as has already happened in East Germany and Hungary. Given the blanket refusal of the Soviet system to permit any kind of association not controlled by the Communist Party or its front organisations, however, its repression was similarly predictable.

The official view is that the Soviet Union already has a peace movement and that its 80m-strong membership eloquently testifies to the desire of the Soviet people for peace and their support for the peace-loving policies consistently followed by the Soviet

Union. Any attempt to create another peace movement independent of state and party, therefore, could only be considered at best a naive error or at worst a deliberate provocation sponsored by the Western media and anti-Soviet propaganda.

**Small flat**

It was against this unpromising background that a group of 11 Soviet citizens invited foreign journalists to a small flat in suburban Moscow on June 4 to announce the formation of a group dedicated "to the establishment of trust between the peoples and governments of the Soviet Union and the United States."

In a room crowded with television cameras and reporters Mr Sergei Batovrin, a 25-year-old freelance artist who, as the son of a Soviet diplomat, spent much of his childhood in the U.S., read out the group's "appeal to governments and peoples of the Soviet Union and the U.S." On the wall behind him was the symbol of the new movement. A dove of peace bearing the trident symbol of the Western disarmament movement.

Squeezed up on rickety sofa and chairs were the other founding members: scientists,

mathematicians, a doctor, a philologist, a dentist—in many ways typical representatives of the Soviet intelligentsia. Seven are Jews, and three of the 11 had already applied for, and been refused, permission to emigrate.

All expressed their awareness of the risks they were running in forming the new group but insisted that they did not consider themselves as dissidents, that the aims of the movement were consistent with the stated aims of the Soviet Government and that they had formally applied to the Mos-Soviet—the Moscow city council—with a request for registration of the new group according to Soviet law.

The appeal itself explained that the group had been formed out of the conviction of its members that the question of war, peace and disarmament was too serious to be left entirely to governments and that ordinary citizens had a right to participate with governments in the search for peace and the establishment of greater mutual confidence.

"Peace cannot be based on fear, but on trust," the appeal stated and went on to list measures which could be taken to improve trust. The list included the demand for an un-

censored information bulletin to be published in both countries containing information about disarmament negotiations and peace proposals made by governments and peoples on both sides.

The group announced that on the following weekend the telephones of four members Mr Sergei Batovrin, Mr Sergei Rosenoer and Mr Vadimir and Mrs Maria Fleishgaker—would be manned non-stop to accept peace proposals phoned in by Soviet or foreign citizens and that signatories would be sought from supporters of the new movement.

**Telephone cut off**

That weekend Mr Sergei Batovrin's telephone was cut off in the middle of a call from Boston, in the U.S., and the phones of other members were also disconnected. Since then, the three men have been under house arrest. They and other founding members have been called in by the security police, interrogated and brought before local magistrates where they have been accused of illegal and provocative anti-Soviet activities. Arguments that they were merely acting in conformity with the expressed policies of the Soviet Union were brusquely dismissed as naive.

Suppression of the movement is in many ways a classic case of Soviet methods of political and social control. The first stage was selection and isolation of the presumed leaders. Then other founding members were called in, interrogated and invited to withdraw their signatures and support.

Later, as the list of supporters rose to around 65, signatories too were called in, especially those whom the police felt were most susceptible to pressure. Typical of these was Mr Oleg Radzinski, a 23-year-old philology student at Moscow University. He was warned that his studies could be terminated if he did not withdraw.

Another was Mrs Elena Vakarchuk, a divorced woman from Odessa who was told that she could be sent away from Moscow where she now lives and back to Odessa if she did not withdraw her signature from what her investigators told her was a cunningly worded anti-Soviet document.

Correspondents trying to follow the story at a time when the special UN session on disarmament, and large peace and anti-nuclear demonstrations in the West, have made the subject of peace movements generally a "hot" store have been barred

access to leaders of the group. They were told in no uncertain terms to "clear off" and not waste their time on such "unserious people."

"It is only a stunt pulled by people seeking a way to emigrate" correspondents were told during one encounter with a plain-clothes policeman guarding Mr Batovrin's flat.

Serious or not, the attention given to the group by the authorities implies the extent of the Soviet determination to prevent any chance of the emergence here of the kind of peace groups which have been able to apply such pressure to Western government.

**Lack of interest**

Thus far they must be heartened by the apparent lack of interest in the new peace movement from the West. Virtually the only recognition so far has come from President Ronald Reagan himself who referred to it in his speech to the UN disarmament conference last week. "At the very time the Soviet Union is trying to manipulate the peace movement in the West. It is stifling a budding peace movement at home," he told assembled delegates. The echo has yet to return.



Mr Sergei Batovrin reads out the group's appeal. Behind him is the new movement's symbol: a dove of peace bearing the Western disarmament trident.

Two Spaniards held over poisonous oil

MEXICO CITY—the brothers Antonio and Jose Maria Cox Tapia, both Spaniards, have been arrested here for extradition to Spain in connection with the sale of toxic cooking oil, which has claimed 321 lives so far. About 20,000 Spaniards were poisoned before the oil was removed from the market last autumn. Some 200 people are still in hospital.

The Mexican Attorney General's office said the brothers were arrested by Interpol at the request of Spanish authorities.

Sr Antonio Cox Tapia told reporters "It is not true" that he and his brother were responsible for the mass poisonings in Spain, "and we are going to prove it."

The poisoners rapessed oil was sold fraudulently as olive oil by door-to-door salesmen in the Madrid area. Agencies

IMF takes a gamble on rescheduled Romanian debt

BY DAVID BUCHAN, EAST EUROPE CORRESPONDENT

THE International Monetary Fund has given Romania a second chance to sort out its dire economic and financial problems and, in so doing, the Fund is taking something of a chance itself.

After six months of arguing with the Romanian Government about broken policy conditions and inadequate data, the IMF has this week agreed to resume lending to Romania under a three-year standby agreement reached last year. This gives the Ceausescu Government in Romania another opportunity to revive its economy and to unsnarl the tangle of its heavy, and in part overdue, foreign debt. It also forms a key test of the theory, advanced particularly by the Reagan Administration, that Communist countries are inherently unresponsive to free-market IMF medicine, and therefore the IMF should be very wary of lending large sums

to them.

With the reality of Hungary as the IMF's newest member, and the prospect of Poland sometime winning approval for its membership application to the Fund, the minds of IMF officials have recently been focusing on how to deal with their Comecon member countries. In-house IMF studies have been prepared on the problem, which was raised at the high level of the Interim Committee meeting last month. The issue is made more acute by pressure from the U.S. Administration on the Fund to tighten its loan conditions, which could prove particularly difficult in the case of Comecon countries.

Those who argue that Comecon countries pose a special problem for the IMF point to Romania, and quite rightly, because until Hungary's admission last month Romania

The resumption of the International Monetary Fund loan to Romania forms a key test of the theory, advanced particularly by the Reagan Administration, that Communist countries are inherently unresponsive to free-market IMF medicine, and therefore the IMF should be very wary of lending large sums to them.

was for 10 years the only Comecon member inside the IMF. It is also true that the IMF experience with Romania has hardly been smooth.

Past attempts to introduce some market disciplines have generally foundered on a rigid central planning system, compounded by persistent neglect of the country's once rich agriculture and over-ambitious efforts to industrialise, into everything from aircraft to

heavy machinery, to cars. Some of Romania's trading practices have been bizarre, to say the least, while the country's internal price structure had become archaic.

Such follies, however, can be found in many non-Comecon countries. They are definitely not typical of Hungary, which the Kadar Government has, on and off for the past 14 years, been pushing in the direction of greater decentralisation and

more competition. The example of Hungary, which politically remains a fairly orthodox member of the Soviet bloc, shows that Communist countries need not of their very nature be impervious to the sort of economic policies which the IMF preaches.

One can see some changes in Romania which the IMF has wrought with the carrot of its money and the stick of its loan conditions. Food and petrol prices have already been increased quite sharply this year, so as to stimulate flagging farm production and to encourage conservation of the country's dwindling oil output. Further price measures are among the commitments the Romanian Government has made to be able to draw on its standby credit this year.

It should also be added that Romania is an example of the closer collaboration between the

IMF and World Bank these days. Last month the World Bank lent Romania \$100m (£58m) toward a project to enhance oil recovery in Romania's ageing oil fields. This could save up to \$200m a year in oil imports, and improve the balance of payments which is the prime IMF concern.

It is true that the pretty full financial disclosure which the IMF requires does not come easily to some Comecon governments used to keeping their public in the dark about such matters.

President Nicolae Ceausescu recently reshuffled his government, dropping many ministers and aides on the claim they were either incompetent or corrupt. Whether they really were is not clear, but the changes at least led the President to make the public admission that his country's economy was in a mess, and needed

straightening out. He has also shown himself more sensitive than in the past to charges of nepotism.

This, however, is much less the IMF's area than the provision of decent information on the true state of the Romanian economy, where some results have now been achieved. With the help and goading of the IMF and some major Western banks, Romania has come up with a "package" of information on its economy. This "package" is shortly to be sent out to all of the more than 300 financial creditors which Romania has in the West. It will be the basis for negotiations to reschedule \$3bn of Romania's 1981-82 debt.

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# EUROPEAN NEWS

LEFT AND RIGHT CRITICISE RESORT TO CONFIDENCE VOTES

## Mauroy defends enforcing of freeze

BY DAVID WHITE IN PARIS

THE FRENCH Prime Minister, M. Pierre Mauroy, yesterday defended the Government's recourse to urgent legislation to impose its four-month price and wage freeze. He said negotiations would take place throughout the summer to obtain voluntary agreement to limit subsequent increases.

In a policy declaration to Parliament, he repeated his aim of bringing the 14 per cent annual inflation rate down by four or five points. The decision to enforce statutory measures, which he said was an "exception," came under attack both from the Communist party, the junior partner in the ruling

coalition. M. André Lajoie, the Communist leader in the National Assembly, said he was "resolutely opposed" to the suspension of wage negotiating procedures.

M. Jacques Chirac, the former Prime Minister and head of the neo-Gaullist RPR Party, predicted that the price freeze would fail to beat inflation and that it would lead to sharply higher unemployment. The sharp turn in policy, he said, marked the "severe and rapid failure" of Socialist government.

The parliamentary clash heralded a series of three con-

ference votes, in all of which government victory is a foregone conclusion. After an initial confidence vote tabled by the Government and a censure motion brought by the opposition, a second censure motion relating specifically to the wage and price measures is now expected to be put to the vote on Monday.

This procedure, which was criticised by the Socialists when used by the previous Giscard administration, provides the Government with a shortcut by dispensing with voting on the articles of the law itself.

M. Mauroy argued yesterday that the post-devaluation mea-

asures affected "neither the main line, nor the aims, nor the means" of the Government's policy.

He said he was not asking for "blood and tears." There was no reason for dramatising the situation but there should also be no pretence about the difficulties that had to be overcome.

M. Lionel Jospin, leader of the Socialist Party, hit back obliquely at the Communists by saying that backing for a policy could not be a matter of "only supporting the pleasant sides of it." At the same time, he called for fundamental reforms affecting non-wage incomes.

Treatment of dividends. Page 33

## Thatcher fuels Spain's fears over Gibraltar

By Robert Graham in Madrid

THE CREDIBILITY of British government policy towards Gibraltar has suffered serious damage in Spain following remarks made by Mrs Margaret Thatcher, the UK Prime Minister, in a Scandinavian television interview. She was quoted as rejecting any negotiation on future sovereignty of the Rock and hinting at the idea of self-determination.

The remarks became known on Tuesday evening, less than 24 hours after Britain and Spain had agreed—at the latter's prompting—to postpone indefinitely the reopening of the frontier with Gibraltar and the holding of negotiations on the Rock's future status.

At the time Mr Francis Pym, the British Foreign Secretary, had insisted that UK policy on Gibraltar was unchanged. This policy is that Britain is willing, once the frontier is reopened, to consider "all aspects" of Gibraltar's future. This has always been understood, in both Britain and Spain, to include sovereignty. Mrs Thatcher's comments—or least as interpreted in Madrid—contradict this.

Mr Richard Parsons, the British ambassador, was asked for clarification on Tuesday by Sr Jose Pedro Perez Llorca, Spain's Foreign Minister, but he had no text. The embassy subsequently put out a statement attempting to allay Spanish concern and emphasising that there had been no change in policy.

However, Mrs Thatcher did say in the interview—apparently without a brief—that: "We were hoping that this time they (the restrictions on Gibraltar) could be lifted and we could enter into talks but, of course, not on sovereignty because the fact is that the whole of our belief, and the whole of the belief in democracy, is that it is the people that matter."

Most of the interview was concerned with the Falklands conflict, but these words have strengthened the Spanish belief that Britain's military victory in the South Atlantic has hardened attitudes on Gibraltar. This was precisely the reason given in public by the Spanish authorities for not reopening the frontier

## Bonn launches stinging attack on U.S. policies

BY JONATHAN CARR IN BONN

WEST GERMANY has launched an unusually explicit attack on the trade and economic policies of the U.S. in a further sign of deteriorating transatlantic relations.

Herr Manfred Lahnstein, the Finance Minister, accused the U.S. of failing to observe the sovereignty of other states by imposing its latest restriction on trade deals with the Communist East bloc.

He also emphasised that, "in the opinion of all experts," U.S. economic strategy was causing the highest real interest rates of the post-war period, and thus impeding investment.

Even as the minister made his criticisms in a parliamentary speech yesterday, a further attack came from the trade unions on Washington's move to hinder the Soviet-Western Europe natural gas pipeline deal.

Herr Eugen Loderer, head of the big metalworkers' union, IG Metall, accused the U.S. of seeking to carry through its policies towards the East "on the backs of European workers." He urged Bonn to do all in its power to counter Washington's "insolent" embargo strategy.

The mounting criticism shows that the U.S. has touched an especially raw nerve in West

Germany at a particularly unfortunate moment with its decision to extend sanctions affecting the pipeline project.

While Bonn sees its "Ostpolitik" and energy strategy under threat, the U.S. move also hits the company AEG-Kanis, the turbine-making subsidiary of the giant AEG-Telefunken, which is fighting for its existence.

The broad international dispute about how to trade with the East has thus become linked in the public mind with the battle for jobs going on AEG—and it is a link which Herr Lahnstein also made in his speech.

After noting that there was "no chance" of a further drop in international interest rates as long as the U.S. did not solve its own economic problems, the minister said Bonn believed that the Eastern trade issue had been broadly agreed upon at the recent Western economic and Nato summit conferences.

The new embargo would, in the end, not stop the gas pipes deal being carried through. Herr Lahnstein said, but it would seriously affect the credibility of U.S. companies abroad. Surely, he suggested, it could not be the U.S. aim to encourage efforts by other countries to

make themselves more independent of U.S. licensing agreements.

Herr Lahnstein added that AEG-Kanis was hit particularly badly by the U.S. move and "several thousand" jobs were endangered. "I don't know whether the American Government has in this case chosen the right way to fight stagnation and unemployment throughout the world," the minister said.

## Price controls abandoned by Sweden

By William Dulfors in Stockholm

SWEDEN YESTERDAY abandoned price regulations apart from that on the price of milk. Mr Björn Molin, the Trade Minister, said the controls applied during the 1970s had been ineffective in containing inflation.

The duty imposed on companies to inform the state Price and Cartel Board a month in advance of any price changes is being lifted. The companies need only report price increases to the board within a week of the decision being made. The board will no longer be able to intervene to prevent increases.

The price regulating Act, passed in 1956, is to be replaced with the aim of limiting the Government's power to control prices strictly to emergency situations. This was the original intention of the legislators but later Governments have used the Act, together with other economic measures, as a way of preventing price increases.

The Government's move was foreshadowed in a report last year from a committee appointed to analyse the influence of price controls during the past decade. It found that regulations might have helped to dampen inflation in the beginning of the 1970s, but they had had no lasting effect on the rate of price rises.

The trade union confederation fears that curbing the powers of the Price and Cartel Board will lead to spiralling price increases.

## Dutch earmark £850m to counter unemployment

BY WALTER ELLIS IN AMSTERDAM

PROPOSALS to aid employment prospects in the Netherlands are to be announced today by Mr Louw de Graaf, Minister for Social Affairs. They will cover the second half of this year and are expected to cost upwards of £1.4bn (£850m).

The minister is particularly concerned about young people, an increasing number of whom are joining the ranks of the long-term unemployed. He shares this view with his predecessor, Mr Joop den Uyl, Labour party leader, who took the Socialists out of the Government last month in protest against proposed cuts in public spending.

Mr den Uyl wanted to spend £1.2bn (£725m) this year on aiding the construction industry—£1.525m on creating jobs for

young people and the rest on setting up industrial training. Earlier this week, Dr Rudolf de Korte, Social Affairs spokesman for the opposition Liberal Party, told Parliament that 600,000-650,000 jobs would have to be created over the next four years. To this end it was necessary to implement plans already discussed by the ruling Christian Democrats to freeze the wage and price index and cut income tax. Shorter hours, with a proportionate cut in overtime payments, would also help, as would special aids to youth employment.

After the general election on September 8, the Christian Democrats and the Liberals are likely to be back in power together.

## Communists declare their open opposition

BY OUR PARIS STAFF

THE FRENCH Cabinet's decision to press ahead with a statutory wage freeze has brought it into open disagreement with the Communist party. This is the first time this has happened over a key domestic policy issue since President Francois Mitterrand appointed Communist ministers to the Government exactly a year ago.

Mr Georges Marchais, the Communist leader, said after the Cabinet announcement that the party could "in no way approve" of legislation to block wage increases and suspend standard rules on pay negotiations and agreements.

Although the Communists have differed from the Government over social security contributions, tax concessions to employers and more acutely over the Polish crisis and other foreign policy issues, they have never issued such a categorical disclaimer.

Because of the parliamentary procedure being used by the Government, however, the Communists will not vote against the wage and price law when it goes to the National Assembly today.

The law, like the general policy statement which M. Pierre Mauroy, the Prime Minister, put to parliament yesterday, is being made an issue of confidence which means that it is considered to have been passed unless a censure motion is adopted. In such a motion only the "aye" votes are counted.

The Socialist Party's outright majority would in any case be

adequate to see legislation through. But a vote against by the Communists would have put the four Communist ministers in an extremely difficult position and would have jeopardised talks between the coalition parties on an electoral pact for next spring's municipal elections.

The Communist party's stance brings it into line with the CGT union, with which it is closely linked.

Joining other unions in opposing the statutory freeze, the CGT has called on workers to choose their own form of protest against the measure. M. Henri Krasucki, the union's new leader, called for the maintenance of living standards for workers covered by branch

agreement, improvements for the lower-paid and stiff taxes on high salaries and unearned income.

The first CGT-backed strike against the wage freeze, which started last Thursday in a small metal-working plant at Vierzon in central France, ended yesterday when employees voted for a return to work.

The union has scored a spectacular victory in elections at the Citroen car factory at Aulnay, north of Paris, where it recently backed a bitter five-week strike. Ballots for staff delegates gave the Communists a 57 per cent majority, compared with under 10 per cent a year ago, bringing the management-supported CSI union down to a third, from more than 80 per cent.

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At last year's Solidarity congress, Mr Marek Czekalski, head of the union's light industry section, who has been interned since last December, called for night-shift working to be abolished. But union economists persuaded him to tone down his demand because of the adverse effects on the supply of goods.

Polish textile mills formerly had an annual capacity of around 150,000 tonnes of cotton. This year's Soviet supplies of around 110,000 tonnes are proving enough

## Poland's textile industry short of workers

BY CHRISTOPHER BOBINSKI IN WARSAW

A SHORTAGE of labour in Poland's textile industry has meant that the country has been refusing Soviet offers of additional supplies of cotton.

This emerges from an interview published in the economic weekly, *Zycie Gospodarcze*, with Mr Stanislaw Wylopek, the senior Polish official in charge of developing Polish-Soviet trade. This runs counter to the pattern in industry as a whole where some 40 per cent of productive capacity is standing idle as a result of shortages of foreign currency for imports of

raw materials and components. The drop in employment in light industry follows recently introduced early retirement schemes and last year's rapid growth of social welfare benefits for, among others, women with children.

Government statistics show that employment in the city of Lodz, a traditional textiles centre, and in Bielsko Biala in the south, have dropped by 10 per cent over the first three months of the year against a 5 per cent national average. By the end of March, the

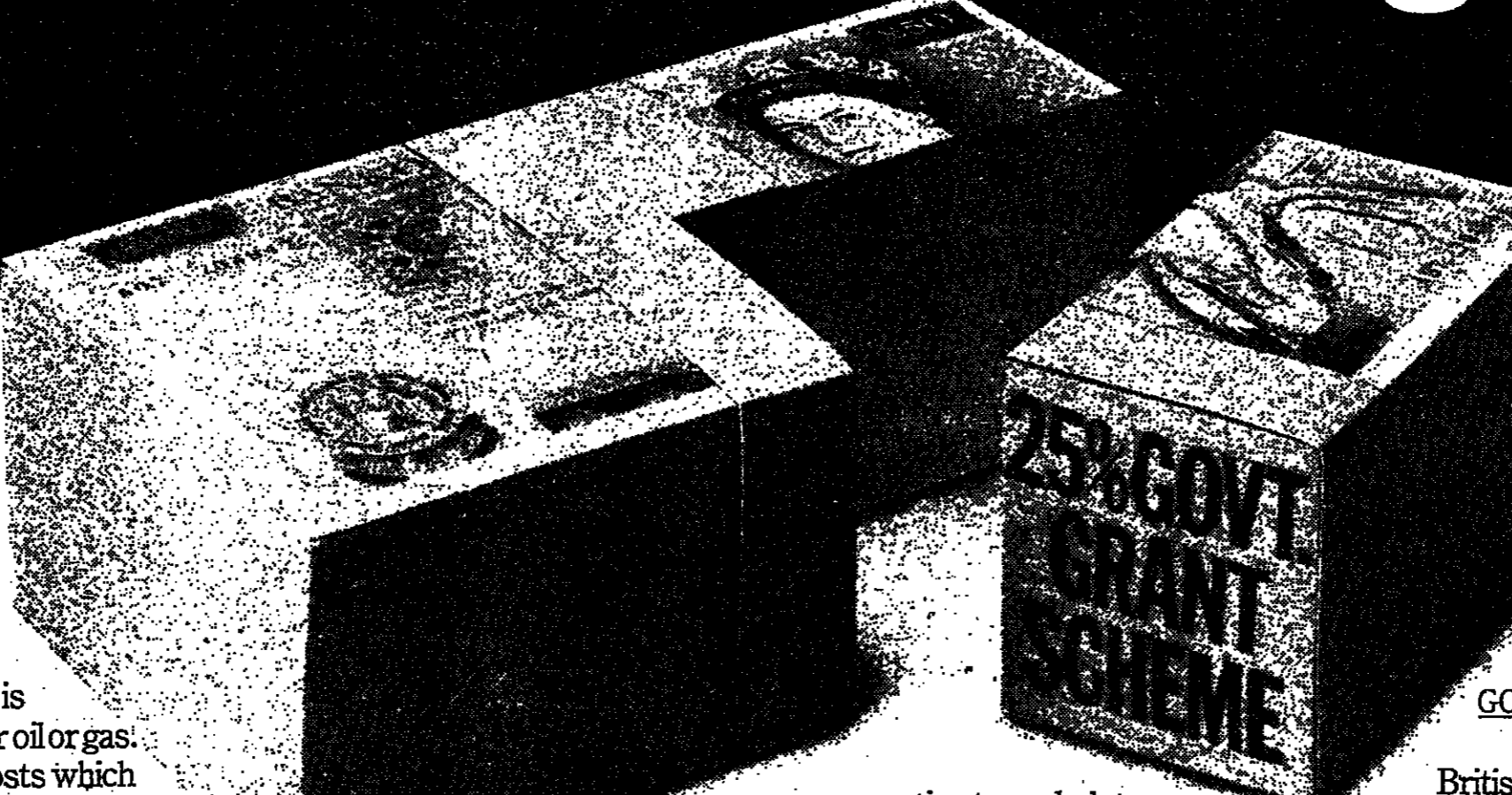
average monthly wage in light industry had reached ZL7,208 (£88.85). It is about ZL1,000 more in other industrial sectors and ZL22,212 (£148) a month in the fuel and energy sector, mainly coal mining. The national average monthly wage had reached ZL10,105 (£87.36) by last March.

The loss of workers in light industry, which employs a large proportion of women, indicates that night-shift working—a major grievance of the now suspended Solidarity trade unions—is being phased out.

At last year's Solidarity congress, Mr Marek Czekalski, head of the union's light industry section, who has been interned since last December, called for night-shift working to be abolished. But union economists persuaded him to tone down his demand because of the adverse effects on the supply of goods.

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 Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_

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Concern in Damascus over Bekaa Valley

BY PATRICK COCKBURN IN DAMASCUS

THERE ARE growing fears in Damascus that Israeli forces are beginning to threaten the Bekaa Valley following fighting with Syrian troops over the past two days.

The valley, running north-south on the other side of the mountains east of Damascus, is considered vital to the security of Syria by the Government of President Hafez al-Assad.

occupied the towns of Aley and Bhamdoun high in the hills 12 miles from Beirut. They appear to have launched attacks to the north of the main road and, more seriously, there have been artillery and mortar exchanges across the vital Dhar al-Baidar through which curls the road from the Bekaa Valley.

presence north of Lake Qeraun is particularly menacing, as the flat meadows of the Bekaa Valley provide good terrain for deploying tanks for an attack north.

in Syria and could have been deployed in Lebanon, but it is unlikely that any of these units, consisting of mainly 82mm-armed irregulars, would appreciably affect the military situation.

N. Zealand smelter talks fail over power price

By Our Foreign Staff

PLANS FOR a second aluminium smelter in New Zealand broke down last night when the Government rejected the maximum figure which the Pechiney Group, a potential partner in the project, would be prepared to pay for electricity.

Disappointed Pechiney had replaced the Swiss producer Alusuisse, which last September pulled out of the proposal to set up a smelter in the South Island estimated in 1980 to cost NZ\$650m (£275.6m).

Australian Labor Party to review defence policy By Michael Thompson-Neel in Sydney

THE AUSTRALIAN Labor Party is expected to try to paper over the cracks in the party's defence policy at its annual conference next month after the withdrawal of Mr. Bill Hayden, the Labor leader, on the issue of visits to Australia by nuclear-armed and powered ships.

Philippines proposes £4.3bn budget spending BY EMILIA TAGAZA IN MANILA

Zimbabwe 'insurrection'

Speculation and uncertainty govern Argentine politics

BY HUGH O'SHAUGHNESSY IN BUENOS AIRES

THE ONLY certain thing in Buenos Aires at the moment is that nothing is certain. On Tuesday General Cristino Nicolaides, the newly-appointed successor to the disgraced Gen Leopoldo Galtieri, named the new President, General Reynaldo Bignone, who was not to the liking of the Commanders in Chief of the Army and Air Force.



Gen Reynaldo Bignone

As a result of the nomination by the army, the two other Commanders in Chief have retired from active participation in the three-man junta—which in theory had been the supreme authority in Argentina since the military coup of March 1976.

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Costa Rica promised aid BY ANATOLE KALETSKY IN WASHINGTON

Differences between the two countries over the Falklands conflict were avoided.

JDF Jones in Johannesburg reports on Pretoria's plans for extending the bantustans Protest mounts as South Africa redraws its tribal map

IT IS common knowledge that the South African Government's policy of "separate development" is meant to split up the 20m black population into tribal components and allocate them to their bantustans, or homelands, with the transparent aim of maintaining the supremacy of the white minority.

Even more controversially, the South African Government has also lopped off a substantial territory from Northern KwaZulu, the Zulu homeland.

causing more interest here. The South African Government has for five years been anxious to develop a regional "Constellation of States" in which the bantustans would be given some recognition by the presence of genuinely independent member states.

But the basic fact will not be altered: these ethnic peoples will remain a part of South Africa's white-run, economic system and their labour will continue to be available, recruited, migrant, controlled, for South Africa's industries and farms, even though their technical national status has been changed.

These are known to include "linking" the withdrawal of the 19,000 Cuban troops presently in Angola to any agreement.

Talks on Namibia due to start in Washington today

BY J. D. F. JONES IN JOHANNESBURG

THE DIPLOMATIC search for an entered a critical stage with the settlement of the status of Namibia (South West Africa)

Washington today. Senior officials of the five-nation Western contact group are already in Washington.

start before the end of this month.

These are known to include "linking" the withdrawal of the 19,000 Cuban troops presently in Angola to any agreement.

These are known to include "linking" the withdrawal of the 19,000 Cuban troops presently in Angola to any agreement.

'Perhaps the bravest man I ever knew...'



and now, he cannot bear to turn a corner

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Nigerian dockworkers begin indefinite strike LAGOS — Dockworkers throughout Nigeria began an indefinite strike yesterday over claims for better conditions.

Philippines proposes £4.3bn budget spending BY EMILIA TAGAZA IN MANILA

Zimbabwe 'insurrection'

Costa Rica promised aid BY ANATOLE KALETSKY IN WASHINGTON

Costa Rica promised aid BY ANATOLE KALETSKY IN WASHINGTON

# Thatcher resists U.S. pressure over Falklands

BY MARGARET VAN HATTEN IN NEW YORK

MRS MARGARET THATCHER, the Prime Minister, began her visit yesterday with an implicit but highly public warning to President Reagan not to press her on the question of Falkland sovereignty.

In a series of interviews on breakfast television, Mrs Thatcher was repeatedly told that the White House was making no secret of its desire for compromise with Argentina on the future of the islands.

Asked how she would respond at her meeting with President Reagan later in the day, Mrs Thatcher replied: "I don't want to know whether he will ask it."

"After all, I remember very well the day when President Reagan asked us to take part in a multinational force in the Sinai, and there were many other countries that wouldn't say yes unless Britain did. But that often happens. We often have to take the lead."

# Reagan federalism proposals diluted

BY ANATOLE KALETSKY IN WASHINGTON

PRESIDENT REAGAN is prepared to water down his "new federalism" proposals to transfer responsibility for welfare programmes from the federal Government to the states.

The federal Government would fund the whole of the Medicaid health programme for the poor and continue to pay for the issue of food stamps.

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# Pentagon drops air based MX missile plan

By Reginald Dale, U.S. Editor in Washington

THE PENTAGON has halted studies of a controversial plan to install MX intercontinental missiles on a new generation of "big bird" aircraft constantly patrolling the oceans, officials said in Washington.

The airborne basing method, long believed to have the support of Mr Casper, the Defense Secretary, and other influential arms experts, was understood to have been dropped from consideration on White House orders.

# GM in steel purchasing shake-up

By Richard Lambert in New York

GENERAL MOTORS has completed the reorganisation of its steel purchasing programme for 1983 models.

The company told its steel suppliers in March that in future they would have to bid for its business on a co-ordinated basis.

However, the company yesterday said it would continue to buy steel from all the nine major domestic steel producers which had supplied it during the 1982 model year.

# President in campaign to redeem CIA

By Our U.S. Editor in Washington

PRESIDENT Ronald Reagan yesterday pressed ahead with his campaign to repair the grave damage to the morale and effectiveness of the Central Intelligence Agency which he believes was inflicted under President Jimmy Carter.

On a visit to the CIA's suburban headquarters in Langley, Virginia, Mr Reagan signed legislation prohibiting the publication of agents' names—even if the information is obtained from public records.

1931 Multitone founded - a wholly British owned company

# Louise Kehoe in San Francisco on the computer theft case Arrests stun Silicon Valley

SILICON VALLEY, the heartland of the U.S. electronics industry, is reeling with the news of the arrests of six executives of Hitachi and Mitsubishi and of charges filed against 11 others. Japanese and Americans alike are stunned.

The Japanese executives are accused by the FBI and the U.S. Attorney's Office of conspiring to steal trade secrets—documents, parts and software programmes for IBM computers and data storage systems—and of transporting them to Japan to assist Mitsubishi and Hitachi in the development of computers.

Those charged include the general manager of a Hitachi plant in Japan, senior engineers and managers of two more of Hitachi's Japanese plants, the assistant to the president of Mitsubishi Electronics America, and several engineers with responsibility for the development of new products at both companies.

The arrests were made on Tuesday morning at 9, five of them at the Santa Clara offices of the Japanese companies and six in Los Angeles. The rest of the accused are believed to be in Japan. The FBI says that it plans to initiate extradition orders to have them face charges in the U.S. courts.

The number of arrests and the high-ranking company officers involved make this the most significant trade secrets crime in the history of the "crime-tech valley," where industrial espionage is rife.

Here, pirating of employees from competing companies is a commonplace method of learning their technology secrets. Outright theft of parts and documents is an all-too-frequent event.

Most of the major electronics companies in northern California will admit that they have a major security problem. Organised crime syndicates are allegedly involved which transport stolen electronic devices around the world to final destinations in the Eastern bloc.

Affidavits filed in San Jose U.S. District Court by the FBI agents who worked on the case depict an undercover " sting" operation in graphic detail. The affidavits recount clandestine meetings in Silicone Valley, in Las Vegas and in Honolulu



Wire taps, one video-taped meeting and several FBI-initiated meetings and conversations during the seven-month investigation are likely to lead to questions about methods of the entrapment. In the authorities' view the senior positions of several of the accused cast

The Japanese are alleged to have drawn up 'shopping lists' of IBM secrets they wanted. After a due amount of haggling, FBI agents, posing as someone with access to co-operative IBM employees, handed over computer parts, programmes or documentation in return for cash

some doubt on their ignorance of what they were doing in attempting to obtain IBM secrets.

One episode documented in the affidavits, for example, describes the assistant to the president of Mitsubishi America Inc, a U.S. subsidiary of the Japanese company, allegedly requesting "very much inside information" on the IBM 3081 and 4300 mainframe computers.

Another employee of Mitsubishi is accused of presenting

the undercover agents with a questionnaire seeking detailed design specification of components used in the computers.

The assistant to the Mitsubishi president supposedly discussed amounts and methods of payment, and arranged for the third party to transport the stolen property to Japan.

The initial reaction to Tuesday's arrests was one of disbelief. "I don't believe that these reputable companies would have permitted any crime," said the Japanese Commercial Consul in San Francisco.

"We are shocked," said executives of Hitachi's semi-conductor division in Santa Clara.

"This is very serious, very disheartening," said a spokesman for Mitsubishi America. "We hear stories from our American competitors about the unfair advantages that Japanese companies have, but we don't find it to be so. We have to work hard—this is devastating," he added.

Hitachi's official spokesman said that he did not believe that the accused were guilty. "This is not good for our business," he acknowledged.

For Mr K. K. Yawata, the president of NEC Electronics USA, the news of the arrests came as a hard blow. "I had set as my goal for this year that we be recognised as a fair and honest competitor in the U.S. semi-conductor industry. My only hope that these unfortunate events will not be interpreted as practices of Japan Inc," he said.

What impact the scandal of the arrest of senior executives of Japanese electronics companies will have on already fragile U.S.-Japanese trade relations is difficult to determine. It cannot help the Japanese in their current efforts to placate the U.S. electronics industry with promises of research co-operation and lower tariff barriers.

# Illinois takeover law abolished

By Paul Betts in New York

THE U.S. Supreme Court yesterday cleared the way for streamlining the application of U.S. takeover legislation with an important and long-awaited ruling abolishing the state of Illinois's tender offer law.

The ruling is expected to have an impact outside Illinois because the law is similar to tender offer laws in 35 other states.

The Supreme Court said the Illinois law was unconstitutional because it favoured state residents by imposing waiting periods and other conditions on bids. These are not required in federal takeover law.

At the same time, the state's law interfered with interstate commerce and business, the country's highest legal authority ruled.

Similar rulings are now expected on the takeover laws of other states.

Although state takeover laws have not had any substantial impact on major U.S. corporate takeovers, companies involved in takeovers, especially hostile ones, have often used the state laws as a device to delay or obstruct bids.

In so doing, they have sought to cast doubts among shareholders on the possible legal outcome of a given takeover. In any major takeover battle, psychology plays a big part in determining shareholders' attitudes.

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# Midland to start self-service banking scheme

BY ALAN CANE

MIDLAND BANK is the first of the big four UK clearing banks to offer self-service banking to its corporate customers.

It announced yesterday a computer-based cash management system which will allow corporate treasurers to check their bank accounts world-wide and model cash flows using a computer terminal in their own offices.

Cash management systems are already offered by more than 100 U.S. banks and there has been intense speculation over which of the UK banks would take the lead in offering a similar service.

The Midland system is based on one developed by the U.S. computer bureau Automatic Data Processing (ADP). It is already in use in Midland's U.S. subsidiary Crockers Bank.

In the U.S. the system is known as Cash Express. Other U.S. cash management systems include City Cash Manager, offered by Citibank, Infocash, offered by Chase Manhattan and Chemlink from Chemical Bank.

The principle behind these systems is essentially the same. Information about customers' accounts world-wide is collected daily and filed in the memory of a large computer.

Customers have access to the information through computer terminals equipped with key-

boards and display screens linked to the computer.

National Westminster is expected to announce a similar service within months. It has been rewriting a cash management software package provided by the U.S. bureau National Data Corporation (NDC) for UK customers.

The service will run on NDC's computers and network. NatWest already operates a cash management system in this country—but dealing only in U.S. dollars—derived from "Cashbeam," the service provided by its U.S. subsidiary National Bank of North America. It is used in the UK by Jettave Travel and Wembley Travel.

Barclays was believed to be developing its own in-house system from scratch. Now it is talking to a number of computer bureau and network operators about the possibility of a proprietary package.

Lloyd's Bank said this week it was carrying out feasibility studies. Some elements of its cash management service were already in place and "with the implementation of the Clearing Houses Automated Payments System (Chaps) next year, electronic funds transfer mechanisms will be in place for the provision to UK corporate customers of cash management services."

# Norwest's struggle for survival in 'sordid' world

Ray Maughan reports on a scornful expose of Norwest Holt's affairs

THE REPORT by Department of Trade Inspectors into the affairs of Norwest Holt, the civil engineering, building and property group, tells the story of what they came to regard as a "sordid battle for control."

The investigation, by Mr John Davies, QC and Mr Thomas Harding, FCA, lasted between March 1978 and October 1980.

The inspectors came to a number of conclusions regarding the use of nominee names, disclosure of directors' share dealings and the weight of professional opinion as it concerns recommended takeover bids.

Lord Cockfield, the Secretary of State for Trade, and the Director of Public Prosecutions announced yesterday that they "have considered the inspectors' findings and conclusions and do not intend to take any further action in connection with this matter."

With regard to the payment of £100,000 by Norwest to a Cayman Islands company, British Isles Investments, which sparked off the investigation, the inspectors are satisfied that the money was initially paid to the Dublin branch of Guinness Mahon "to the order of Messrs Lilley and Slater and that it was subsequently transferred on Mr Slater's instructions into the account of British Isles Investments (BI) at that bank."

The inspectors first set out the background to Norwest, its vulnerability to a bid, the board's attempt to shore up its defences against any predator and the methods with which the

directors financed their own share purchases. Then they examined the route by which this £100,000 payment was made, the devices which Messrs Lilley and Slater used to cover the trail and their circuitous efforts to pass this payment off as a legal fee to Kennedy and

part of the affair. "We think that our recital of the facts and the statement of our conclusions provide a sufficient indictment of those involved, as well as a sufficient opportunity to apportion blame between them without inviting the expenditure of further public time and money in the investigation of this particular chapter of this sordid bid for control."

Events surrounding the Cayman Islands payment came to a close at the end of 1974 as far as Norwest was concerned. Later chapters, leading up to Messrs Lilley and Slater's bid for outright control of the group, were no less stormy.

The saga started in 1972. At the beginning, Messrs Lilley and Slater, through their company Stonegate Securities, had been able to build up a stake broadly equal to the original board's own holding. Each camp held about 35 per cent.

The rules of the City Code changed in 1975 with the effect that, under Rule 34, a holder of more than 30 per cent of a company could not buy more shares without triggering a full bid at the highest original buying price.

Stonegate, as other interested parties well knew, was not in a position to take Norwest out on anything like those terms. The story of the next five years is dominated by Stonegate's attempts to win full ownership

in spite of its own financial handicaps.

Messrs Slater and Lilley, however, were able to use one important lever. They knew that their opponents in the inner consortium on the board, formed to fend off bids, had financed share purchases from bonus payments and in the case of Mr Dennis Le Mar, the chairman, from the profits arising on a land deal with the group at Maukin Farm.

As Stonegate saw it, such transactions necessitated a Class IV circular to shareholders, the statutory requirement disclosing transactions affecting directors. None was ever issued, but the threat remained a powerful weapon in Stonegate's hands. As Messrs Lilley and Slater increased the pressure on the inner consortium to sell to Stonegate at an acceptable price.

Their tactics were quite simple. To put pressure on the heavily borrowed members of the inner consortium, Mr Lilley and Mr Slater merely reduced Norwest's asset backing. They used this method once in 1975 when, quite suddenly, they produced a massive provision against property values, quite wiping out that year's profits and dragging the share price down to very low levels.

The tactic was repeated in 1980 when, in an attempt to buy out the minorities, heavy pro-

visions were struck against the Marshall Andrew subsidiary.

The inspectors "were struck by certain similarities" between the two provisions. Each "depended so much on the opinion of the directors as to be incapable of quantification by the auditors in the one case

**6 We think that our recital of the facts and the statement of our conclusions provide a sufficient indictment of those involved 9**

(1975) and by the company's reporting accountants and merchant bank advisors in the other.

Both provisions preceded arrangements for the further acquisition of substantial parcels of shares by Messrs Lilley and Slater."

The inspectors are quite certain that "the average shareholder deserves greater protection against the allotment of massive provision against property values, quite wiping out that year's profits and dragging the share price down to very low levels."

The tactic was repeated in 1980 when, in an attempt to buy out the minorities, heavy pro-

would be too much to ask directors, reporting accountants and financial advisors, to state whether in their opinion the provision is a reasonable one."

The inspectors reserve special scorn for nominee companies. Recommending that incorporation be limited to companies with a paid up capital of £10,000, the inspectors stress that "the abuses to which the great majority of these companies lend themselves so outweigh their usefulness as to make a farce of the Companies Acts and of the very concept of limited liability."

Finally, the inspectors recommend that Mr Lilley and Mr Slater be prosecuted under Section 27 and Section 33 of the 1967 Companies Act. The Norwest shares in many nominee accounts were first accumulated by Mr David Abell, now chairman of Suter Electrical, and later sold on to Bishopvale. The inspectors were able to establish that not only was Bishopvale closely connected with Stonegate but that it had been lent money by Messrs Slater and Lilley to buy the Norwest stake. This is a "flagrant breach of the City Code."

The inspectors urgently recommend that Section 33 of the Act be brought into line with Section 27 so that both directors and holders of 5 per cent of the shares should be required to notify the company "not only of their acquisitions but also of the prices they paid." Any breach should be "remediable by criminal proceedings."

**6 We could not bring ourselves to believe any of the varying accounts we heard of the delay in the production of the BI "receipt" to substantiate the payment and its supposed purpose. 9**

McGonagle, a law firm in Dublin.

The inspectors were never able to interview Mr Liam McGonagle, the firm's principal, during the course of their investigation. Their report stated: "We could not bring ourselves to believe any of the varying accounts we heard of the delay in the production of the BI receipt" to substantiate the payment and its supposed purpose.

The inspectors do not recommend any further action on this

# McNee gives final report

FINANCIAL TIMES REPORTER

THE MOBILISATION of public opinion, not the use of water-cannon, was the only long-term method of ending riots, Sir David McNee, Metropolitan Police Commissioner, said in his annual report for 1981, published yesterday.

Sir David, who retires from the force this year, pointed out that he had spoken out after the Brixton riots against the use of water-cannon, baton rounds and staves as alien to Britain's tradition of policing by consent.

However, he said the acquisition of protective clothing and equipment was of paramount importance. A great deal of progress had been made but there was still much to be done to give adequate protection.

On the decision to publish an ethnic break-down of street crimes earlier this year, he said the sole purpose was to bring the problem to notice and to seek the help of the public, particularly the black community, in handling it.

# Study urges change in NHS priorities

BY GARETH GRIFFITHS

RESOURCES and priorities in the National Health Service need to be overhauled and the emphasis switched to a broader concept of health care, according to a study of health inequalities published today.

Health objectives need to be more clearly defined and extra funds should be spent on preventive measures to raise the general standard of health. The estimated total cost of implementing the programme to remedy Britain's health inequalities would add between 2 per cent and 2.5 per cent to public spending.

The report is a condensed version of the 1980 Black Report, a survey produced by the Government's working party on health inequalities under the chairmanship of Sir Douglas Black. The Department of Health and Social Security reacted sceptically to the Black Paper's findings, and it was circulated on a very limited basis.

Ministers argued that the cost of the programme was too high at a time of public expenditure restraint and questioned the supposed variations in health standards. The original report found major geographical and social inequalities in both the provision of facilities and in health standards.

The condensed report has been edited by Professor Peter Townsend, a member of the working party, and journalist

Mr Nick Davidson. The thrust of the argument for increased health spending rests on better health standards leading to a general increase in the well-being or wealth of society. However, governments have viewed increases in health spending as a spin-off from economic growth.

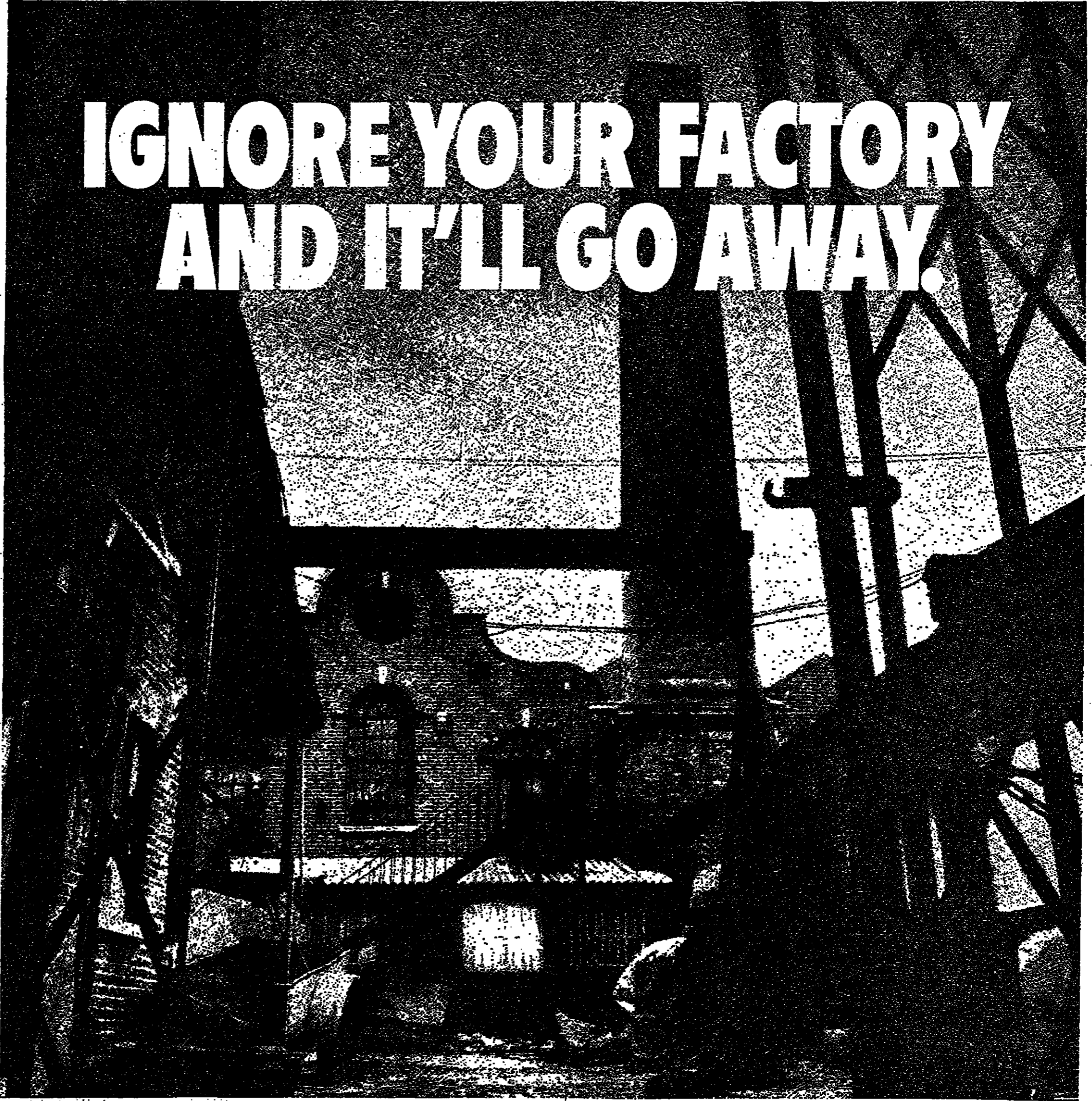
The report details 37 recommendations for change, including the establishment of a health development council to work out longer-term strategies for dealing with inequality. Most of the recommendations involve preventive measures, but the authors want higher levels of child benefit and disablement and maternity allowances.

Prof Townsend said yesterday that evidence from the General Household Survey suggested that inequality in health had increased since the report was first published.

The Government's present policy towards the NHS and its encouragement of private medicine and increased numbers of consultants "implied a bigger imbalance between the resources committed to the hospitals and to the other sectors of the health-care system, with a likely real fall in the resources obtained by the latter."

*Inequalities in Health, The Black Report. Edited by Peter Townsend and Nick Davidson. Pelican Books. £3.50.*

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### WDA puts up £1m for risk ventures

By Robin Reeves, Welsh Correspondent

THE WELSH Development Agency is launching its own venture capital subsidiary, WDA Investment Finance, with an initial share capital of £1m to provide investment funds for risk ventures in Wales.

The new subsidiary will be particularly interested in backing new technology projects and young companies with high growth potential, with amounts ranging from £10,000 to £100,000.

Other advantages claimed for Hafren over conventional sources of venture capital are its willingness to invest as little as £10,000; the gearing of the investment return to the success of the client; provision for an early buy-out of Hafren's stake on terms agreed at the start; and, through its close link with the WDA, access to low-cost EEC funds, advance factory premises and business advice.

A venture fund manager is to be appointed shortly to look after the day-to-day running of Hafren, but the WDA's investment staff will also be involved in the appraisal of business proposals. Investment terms will vary according to the individual venture, but could include preference shares with low gross coupons of 7½ per cent, redeemable on the formula of an agreed multiple of earnings or an asset value basis; ordinary shares at the current market value up to a maximum holding of 30 per cent; or unsecured loans over five years with a two-year capital repayment moratorium at clearing bank interest rates plus 2 per cent.

## Abandoning freedom for a formula

BY ARNOLD KRANSOORFF

A PUBLICLY-QUOTED British engineering company has received the cautious backing of its workforce to abolish free collective bargaining over annual wage rises.

The scheme—revolutionary in its concept because it cuts through a fundamental of trades union ideology in the UK—is being launched by Petbow Holdings, the diesel generating group based in Sandwich, Kent, which yesterday announced a return to profits after two years.

A hefty majority—90 per cent—of the company's 500 employees have agreed in principle to give up their right to

negotiate wages across the table in the traditional way—against the advice of their unions at national level, including the General and Municipal and the Boilermakers unions.

Tony Dawes, one of the two key negotiating union officials at Petbow, said: "We cannot be dictated to from the outside. We have always tended to go our own way down here."

Instead, their wages will be determined by a strict formula linked to an unusual profit-sharing scheme. The plan alone will determine the future pay rises of all employees, including management.

Profit-sharing schemes are not unusual in themselves, but most of those in operation in the UK involve the distribution of cash, shares, or a choice between cash and shares.

The Petbow scheme is the first which not only replaces the free collective wage bargaining process but also incorporates a provision for the payment of cash and shares.

In theory, because new shares are not involved, Petbow's employees could eventually be awarded enough equity to gain control of the company over the years.

represented by five different trades unions in a closed shop environment. All have been advised against giving up free collective bargaining but Petbow's employees have nevertheless agreed in principle to the deal.

The scheme will initially run for 12 months, at which point the employees will decide whether or not to return to the old system of pay determination.

The author of the scheme is Petbow's managing director, Mr Ted Bird, who said he had become progressively more dis-

illusioned with free collective bargaining processes. "Ordinarily, one sits across a table and argues about a percentage that neither side can really justify," he says.

"The system presumes conflict—a major problem in British industry—and it always deteriorates into a bit of a Dutch auction."

Bird's scheme also provides the company with extra short-term cash to help finance expansion plans. Instead of paying increases all at once, wage rises are spread over a number of years.

Results: Page 27

## Rediffusion takes on U.S. computer giants

BY GUY DE JONQUIERES

A SMALL British computer manufacturer with a turnover of less than £20m plans to start exporting equipment to the U.S. in a marketing drive which it expects will pit it directly against International Business Machines — 1981 worldwide sales: \$29.7bn (£33.2bn).

The British company, Rediffusion Computers, part of the Rediffusion electronics and entertainment group, has signed a distribution agreement with Rlodgett Computer Information Systems of Salt Lake City, Utah, which will sell the equipment in the U.S.

Rediffusion will make the equipment at its factory in Crawley, Sussex. It plans to set up its own service and support network in the U.S., where it hopes to achieve annual sales of about \$20m within five years.

Rediffusion's move challenges recent conventional wisdom, which holds that British computer manufacturers stand little chance of exporting successfully to the highly competitive U.S. market.

But Mr Michael Aldrich, Rediffusion's managing director, claims that the strength of the dollar has tipped the economic scales in his favour.

He also believes that his company can carve out a profitable niche in a part of the market

which has been largely ignored by the U.S. industry.

Rediffusion plans to sell private business videotex systems in the U.S. at prices from \$80,000 to \$300,000 each. These systems, known as viewdata in the UK, offer an easy-to-use method of distributing computerised information and messages inside a company.

Rediffusion has already sold more than 100 of the systems, which consist of a minicomputer linked to desktop terminals, in Europe. Its customers include American Express, Barclays Bank and Thomson Holidays.

Demand has grown much more slowly in the U.S. But last week IBM announced that it will be selling these videotex systems which are technically similar to those made by Rediffusion.

Mr Aldrich hopes that Rediffusion can ride the coattails of IBM's videotex marketing effort by selling systems for half the price.

Argon, a subsidiary of the National Enterprise Board, has also been marketing business videotex systems in the U.S. for some time. Last week, it sold a system which will be used to link local newspapers on a cable television network owned by Dow Jones, the publishing group.

## Members given details of new Lloyd's ruling council

BY JOHN MOORE, CITY CORRESPONDENT

LLOYD'S OF London, the insurance market, is making extensive plans for the formation of a new ruling council later this year. The details were revealed yesterday by Sir Peter Green, chairman of Lloyd's, who has pledged their wealth to allow the market to function in return for a share of the profits.

At a general meeting of members Sir Peter explained the next stage in the changes proposed for Lloyd's self-regulation, to follow the passing of the Lloyd's Bill. Lloyd's will have to establish a new council with wider disciplinary and

legislative powers than the present committee. The council will include, in addition to the 18 members of the 1983 committee of Lloyd's, eight "external" members who do not work at Lloyd's, but who pledge their wealth to allow the market to function in return for a share of the profits.

It will be the first time in Lloyd's 300-year history that the 16,000 "external" members will have an opportunity to play an executive role in its affairs.

The new council will also include three outsiders, to be nominated by the council, who

will have no commercial interest in Lloyd's. They will be appointed by the 16 committee members of the council—who work at Lloyd's as brokers or underwriters—and the eight external members.

The external members will have to be elected by postal ballot. Candidates will have to be sponsored by 16 other external members "and must appreciate that, if elected, they will be required to devote a substantial amount of time to Lloyd's affairs," said Sir Peter.

Initially, the council will meet for a full day at least twice a month. "Perhaps after

six to nine months these meetings could be reduced. The council is to decide "what if any fees or expenses it considers can be properly paid to its members." The present ruling committee at Lloyd's receives no fees.

Sir Peter warned members that the cost of legal action arising from the events leading up to the crash of the underwriting syndicate under the management of Mr Frederick Sasse "will be considerable."

Lloyd's members are helping meet a large part of the syndicate's losses, which

reached £21m. Losses borne by the membership amount to about £15m. Mr Sasse and Mr Thomas Turnbull, two executives of the Sasse Turnbull underwriting agency who were not included in the rescue plan mounted by Lloyd's for the stricken syndicate, are suing Lloyd's.

A trial date for that action and other litigation in the affair is set for April 12 1983.

Meanwhile, Sir Peter reckons that the money contributed so far by the membership to aid the 110-strong syndicate, plus other recoveries, will be sufficient to meet all the losses.

## British campaign launched

By Raymond Snoddy

A THINK BRITISH campaign was launched yesterday with the claim that more than 350,000 new jobs could be created in two years if every household spent £3 a week more on British goods.

The £3 target, the equivalent of a 4 per cent rise in spending on British goods, would also put an estimated £2.5bn extra spending money in circulation and improve the balance of payments by £900m.

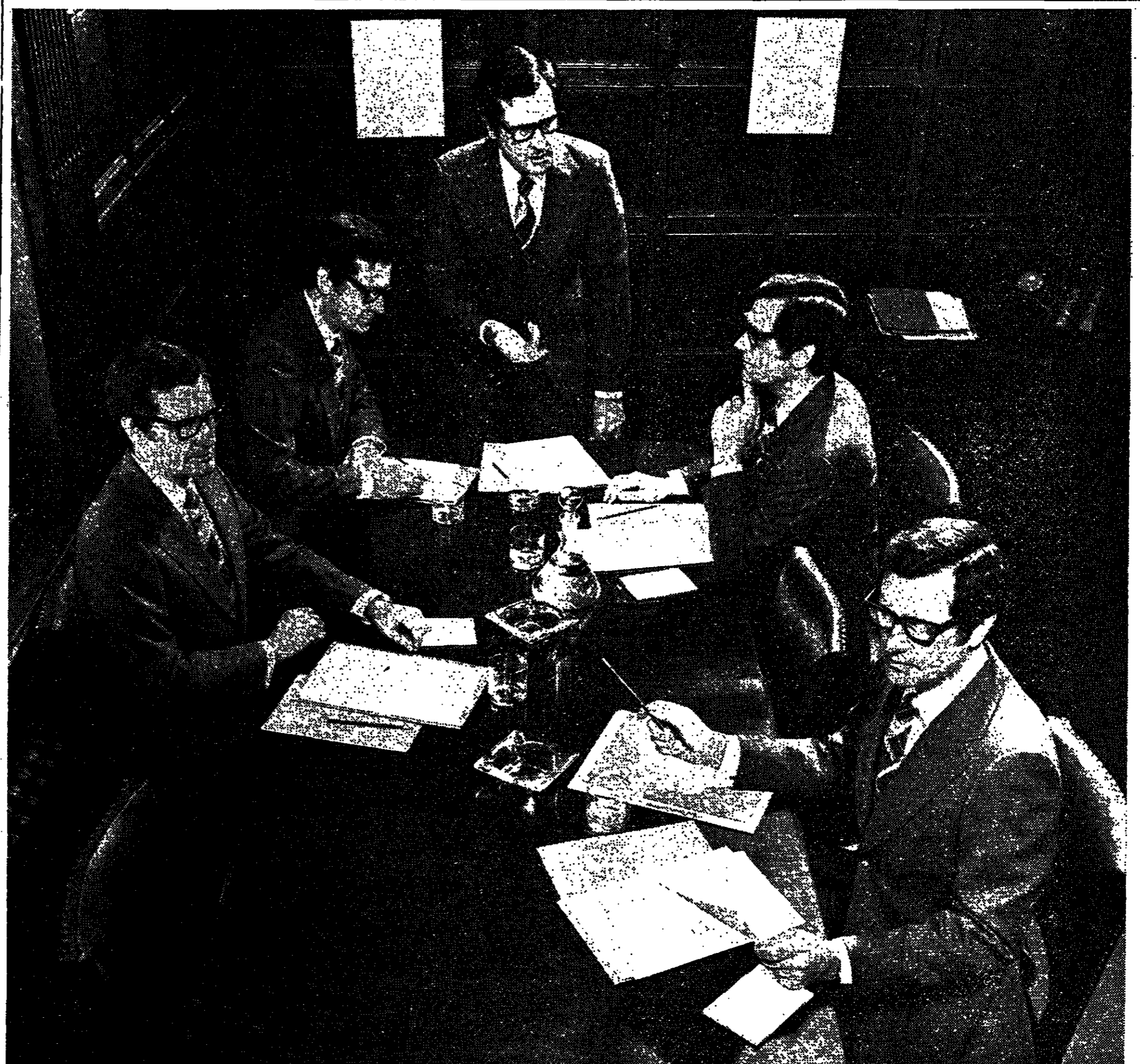
A national council, largely composed of women from the consumer movement, women's organisations and the professions, has been set up to run the campaign.

One of the council members, Dame Shelagh Roberts MEP, said yesterday: "We ask the British public to make a conscious effort to seek out British goods and services, buy them if they are good value, complain if they are not."

The campaign grew out of the battle to support British apples launched by Mrs Margaret Charrington, chairman of the Women's Farming Union. A 20 per cent swing from French to English apples was claimed.

The council is setting up a two-way information centre in Baker Street, London. This will give information on British goods and pass on complaints and ideas on how British products can be improved to industry.

The council aims to mobilise the power of women shoppers who, it is estimated, account for 82 per cent of all buying decisions.




## The problem with running your own business is there's no one else to talk to.

When you're managing director, financial director, sales and production director all rolled into one, life isn't just difficult. It's frequently impossible. It isn't the pressure or the long hours. You wouldn't have gone into business if you were afraid of hard work. It's the feeling of carrying it all alone, of having no one to turn to for advice. You don't want anyone telling you what to do, but it would be very nice to have some solid support in building the business. At Charterhouse that's precisely what we have been offering for the past fifty years. Because our business is investing in successful private companies, we can provide the money you need—to expand,

or to realise part of your investment, or both. We make the ideal business partner in other respects too. With Charterhouse, you've got enormous financial know-how on your side. You've got a wealth of practical management and business experience to draw on. And because our approach is to get involved without interfering, you'll find you've also got a friend. For further information please write to us.



Matthew will have to leave school when Kevin does. If he can't read by then it's because he finds learning twice as difficult. Given time, he'd get there. Unfortunately, if he can't get the extra education he so desperately needs, he'll just have to take it like an adult. Not easy when you've got a mental age of ten. Please give money to Mencap, FREEPOST, London WC1A 1AA.

Name \_\_\_\_\_ FT 2  
Address \_\_\_\_\_  
Please tick box for Christmas Catalogue and more information   
Tick box if receipt required   
Cheques/EOs to be made payable to Mencap. 

Vertical text on the left margin, including 'e bounce', 'business', 'puts Talk', 'short time', 'eturers', 'demand', 'ISSUE'.

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

Table of British Funds with columns for Name, Price, and Yield.

LOANS—Continued

Table of Loans with columns for Name, Price, and Yield.

BANKS & H.P.—Cont.

Table of Banks & H.P. with columns for Name, Price, and Yield.

CHEMICALS, PLASTICS—Cont.

Table of Chemicals & Plastics with columns for Name, Price, and Yield.

ENGINEERING—Continued

Table of Engineering with columns for Name, Price, and Yield.

FOOD, GROCERIES—Cont.

Table of Food & Groceries with columns for Name, Price, and Yield.

Five to Fifteen Years

Table of Five to Fifteen Years with columns for Name, Price, and Yield.

FOREIGN BONDS & RAILS

Table of Foreign Bonds & Rails with columns for Name, Price, and Yield.

AMERICANS

Table of Americans with columns for Name, Price, and Yield.

DRAPERY AND STORES

Table of Drapery and Stores with columns for Name, Price, and Yield.

BEERS, WINES AND SPIRITS

Table of Beers, Wines and Spirits with columns for Name, Price, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrials (Miscel.) with columns for Name, Price, and Yield.

Over Fifteen Years

Table of Over Fifteen Years with columns for Name, Price, and Yield.

INDEX-LINKED & VARIABLE RATE

Table of Index-Linked & Variable Rate with columns for Name, Price, and Yield.

INT. BANK AND O'SEAS GOVT. STERLING ISSUES

Table of Int. Bank and O'Seas Govt. Sterling Issues with columns for Name, Price, and Yield.

BUILDING INDUSTRY

Table of Building Industry with columns for Name, Price, and Yield.

COMMONWEALTH AND AFRICAN LOANS

Table of Commonwealth and African Loans with columns for Name, Price, and Yield.

NEWSPAPERS, PUBLISHERS

Table of Newspapers, Publishers with columns for Name, Price, and Yield.

NEWSPAPERS, PUBLISHERS

Table of Newspapers, Publishers with columns for Name, Price, and Yield.

BANKS AND HIRE PURCHASE

Table of Banks and Hire Purchase with columns for Name, Price, and Yield.

LOANS

Table of Loans with columns for Name, Price, and Yield.

RETAILERS

Table of Retailers with columns for Name, Price, and Yield.

TECHNICALS

Table of Technicals with columns for Name, Price, and Yield.

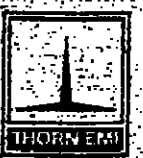
TECHNICALS

Table of Technicals with columns for Name, Price, and Yield.

Do you want to make more money from your investments? Do you want to look like a professional? Do you want to get ahead in the market?

If you can see an ordinary "fat" fluorescent tube, you're unlucky. Because fat fluorescent tubes eat up your money. And the best way to save yourself some money would be to get up on your desk - and change the tube for one of the new slim Power-Savers from Thorn. (Provided your existing fittings are compatible, of course). For example, if a medium size factory with offices switched to these money-savers, it would

save over £5,000 in one year. Which, over the life of the tubes, adds up to a healthy £20,000 plus. If that sounds good to you, then get in touch with John Durrant at THORN EMI Lighting Ltd. on 01-802 3151. Our advisory service is free - which is 30p cheaper than the financial advice you'll read in the rest of this paper. And, since we guarantee to save you money, it could even end up being more profitable. THORN LIGHTING A world authority on light.



UK NEWS - PARLIAMENT and POLITICS

Fowler stands firm on health service pay

BY IVOR OWEN

INDUSTRIAL action by health service workers will not steamroll the Government into providing more money to finance a further improved pay offer...



Bruce Millan: denounces "provocative behaviour"

workers were being backed by the miners, firemen and other groups. "They are on the side and are determined to carry on this campaign of industrial action until the Government comes to its senses..."

PSA chief denies increase in fraud

By Andrew Taylor

THE NUMBER of cases involving allegations of fraud and corruption at the Property Services Agency was extremely small in relation to staff and turnover...

Thatcher said Falklands garrison was enough to deter aggression

BY PETER RIDDELL, POLITICAL EDITOR

CONTROVERSY AT Westminster over the origins of the Falklands crisis intensified yesterday following the disclosure of a letter sent by Mrs Margaret Thatcher only two months before the invasion...

week before announcing the terms of reference and membership of the inquiry. The letter, published in yesterday's Standard, was sent on February 3 to Mrs Madge Nichols, a Tory activist...

before the invasion when there was no evidence that Argentina was planning such a move and when intensive diplomatic efforts were under way.

period of tension and adequate preparation could be made. There just was not time on this occasion."

The admission was immediately seized upon by opposition leaders who accused Mrs Thatcher of serious misjudgment for failing to anticipate the invasion...

Mrs Thatcher said the Government's commitment to the territorial integrity of the Falkland Islands is not in doubt. Our judgment is that the presence of the Royal Marine garrison, which unlike HMS Endurance is permanently stationed in the Falklands, is sufficient deterrent against any possible aggression.

"We had had a previous incident way back in 1976 when they fired a shot across the bows of our ships and then one knew there was a

For Labour, Mr Stanley Clinton Davis, a Foreign Affairs spokesman, said the letter was "a devastating portrayal of complacency and blindness to reality and the Prime Minister must personally be held to account."

Urgent policy decisions needed, Shore says

BY BRIAN GROOM

LABOUR would have to do far more than deal with the Militant Tendency if it wanted to win the next General Election, Mr Peter Shore, shadow Chancellor, said yesterday.

Acceptance by the national executive of the Militant report was "a long stride" towards dealing with that problem, he said. "This is the second report on the Militant Tendency we have had in recent years. This time they must be dealt with, and dealt with effectively."

Labour should not expect an election to be beyond October

1983 and it might be before, Mr Shore added. He denied that his rare appearance at a union conference signalled the start of a bid for the party leadership.

Soccer clash inquiry call

AN on-the-spot inquiry into a "tragic and deplorable" World Cup clash between England and Scotland fans at Loret de Mar was urged in the Commons yesterday by Mr Dennis Canavan (Lab Stirlingshire West).

the Sports Minister, whether he had found out "the exact circumstances of the violent confrontation" between supporters after the Scotland v Soviet Union match.

Commons Sketch

Champions disdain minor bouts

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

ODD GOINGS ON during environment questions helped to fill the post-Falklands vacuum in the Commons yesterday. As the well-known Westminster characters come back into the limelight some fascinating changes are to be noted.

Mr Proctor, a hard-liner on immigration, came out with a characteristically apocalyptic warning that whatever public funds were spent on ethnic minorities it would not avoid a further deterioration in race relations or prevent further riots this summer.

and wanted the Government to rectify this disgraceful state of affairs. In the face of this anger Mr Shaw beat a retreat, saying that it was not really anything to do with the Government and the Ordnance Survey had only put out the map for its customer, the European Community.

HESELTINE FEARS FOR SERVICES

Councils resist job cuts

BY ROBIN PAULLEY

THE NUMBER of staff employed by local authorities in England and Wales remains firmly above the 2m mark despite repeated attempts since the Government took office to force councils to cut staff.

local authority staffing levels because they indicate that cuts are being made to services rather than staff. Many Labour councils have been reluctant to cut jobs at a time of high unemployment because they have been regarded traditionally as major local job providers.

increased their staff: Greater Manchester (1.9 per cent) and Tyne and Wear (0.8 per cent); two cut: South Yorkshire (2 per cent) and West Yorkshire (2 per cent); and two did not provide any information to the Joint Manpower Watch: Merseyside and West Midlands.

A lot of high-priced machinery is going to waste in your office.

Advertisement for Data General Computers featuring a large image of a man's face and a computer terminal. Text includes: 'It's called brainpower. It's frittered away simply organising, interpreting and distributing information. That scale of waste can't be countenanced in tomorrow's office. Data General's Comprehensive Electronic Office (CEO) is tomorrow's office - today.'

Form for requesting a coupon: To: Marketing Communications, Data General Ltd., Hounslow House, 724-734 London Road, Hounslow, Middlesex TW3 1PD. Tel: 01-572 7455. Includes fields for Name, Position, Company, and Address.

Left fights for key AUEW post

BY BRIAN GROOM, LABOUR STAFF

THE LEFT-WING may be poised to dent the right's 100 per cent control of the executive committee of the Amalgamated Union of Engineering Workers.

organiser, has been selected as the right's candidate. However, it is understood that Mr Johnny Byrne, national organiser, is also to stand, thus splitting the vote.

Laird is to lose his seat on the TUC general council, in a reversion to traditional practice whereby the general secretary is not a general council member.

reassemble themselves into new formations. A regrouping of forces was needed to withstand a Government's attack which was sapping the financial and membership strength of the unions, he said.

About 6% are 'better off while on the dole'

BY OUR LABOUR EDITOR

SOME 6 per cent of unemployed men were better off while unemployed than in work, according to a survey in the current issue of Employment Gazette.

The report says that changes in income tax and improved take-up of family incomes supplement "will probably have reduced out of work incomes relative to in-work incomes, in some cases substantially."

Many of those with "high family income replacement ratios"—that is, those who were only marginally worse off on the dole—had a number of dependent children, and had received a low income while in work.

The number of days lost through industrial disputes more than doubled in May over the previous month. Figures supplied by Employment Gazette showed that 677,000 days were lost last month, compared with 279,000 in April.

TUC urges aid for long-term jobless

BY JOHN LLOYD, LABOUR EDITOR

THE TUC yesterday backed the search for programmes to assist the plight of the long-term unemployed.

that much work still had to be done by employers and unions in shaping schemes to fit young workers' needs.

mended to approve a rule change calling for fees to be paid quarterly rather than annually, in order to improve the TUC's cash-flow.

Escort output disrupted at Ford Halewood

By Our Labour Staff

ESCORT PRODUCTION was disrupted at Ford Halewood, North Merseyside, yesterday, with 60 men on strike and 2,000 laid off, in the latest in a number of disciplinary disputes at the factory.

All-out Tube strike likely as unions oppose compromise

BY DAVID GOODHART, LABOUR STAFF

THE LONDON Underground unions looked set to reject a compromise plan from London Transport last night on ending the three-day-old dispute which brought the system to an almost total shutdown again yesterday.

Greater London Council's cheap fares scheme, LT first tried to introduce, the timetables last March but they were postponed following union protest.

But the rider, that if an alternative, acceptable to all parties was not found in that time, the new timetables would be re-introduced, was rejected by the unions.

Mr Andy Dodds, NUR assistant general secretary, said last night that LT had been irresponsible to go ahead with the cuts.

Senior posts at Pitney Bowes

Mr R. E. Williams, managing director of PITNEY BOWES, has decided to retire at the end of the year.

Mr Gavin Doyle, currently managing director of the leisure division of Model and Allied Publications, a member of the Argus Press Group, will be leaving that company at the end of July to take up the appointment of managing director of BURLINGTON PUBLISHING COMPANY.

Mr Glyn England has been appointed a non-executive director of F. H. LLOYD HOLDINGS. He was chairman of the Central Electricity Generating Board from 1977 until last month.

INTERNATIONAL COMPUTERS (IOL) has appointed Mike Watson as technical director and a subsidiary of the company.

Mr John Francis has joined CRENDON TIMBER COMPANY, part of the James Davies Group, as sales and marketing director.

The Newey & Eyre Group has acquired WELICO ELECTRIC, which becomes a subsidiary.

Mr John Hale has been appointed managing director of the newly-formed PRACETREE SOFTWARE INTERNATIONAL, an MSA company.

Mr Richard Layton and Mr Wallace Reid Scott have joined the partnership of LAURENCE, PRUST AND COMPANY, stockbrokers.

Sealink offers seamen 'no redundancy' deal

BY IVO DAWNEY, LABOUR STAFF

SEALINK UK yesterday offered seamen at Harwich a guarantee of no redundancies before the end of the year in return for agreement on new rosters that will cut ratings' earnings by up to 28 per cent in some cases.

Threaten a further 40 redundancies. Talks on similar changes in working practices are at present taking place with Sealink's 230 officers. Though no salary cuts are planned, the company acknowledges that officers will be required to work longer hours.

Only American Express Travellers Cheques provide 5-way trip protection

Your business or holiday plans can be completely upset if you lose your travellers cheques. Very often you may lose cash, credit cards and identification papers as well.

This is why American Express now offers five new services - all free of charge - to give you extra protection. Five new services that only American Express can bring you, if you lose your travellers cheques issued by American Express or its associated companies.

Only the world-wide facilities of American Express can offer you such complete trip protection. So for your peace of mind make sure you always carry American Express Travellers Cheques. Once your refund has been approved we can offer you:

Advertisement for American Express Travellers Cheques featuring a hand holding a cheque and five numbered service points: 1. Credit Card Cancellation Assistance, 2. Temporary Identification Card, 3. Emergency Message Service, 4. Travel Assistance, 5. Cheque Cashing.

Advertisement for Royal Baby Stamps featuring a stamp collection, a hand holding a stamp, and promotional text: 'JUST ANNOUNCED An important Royal stamp issue in honour of the Royal Baby of The Prince and Princess of Wales. SEND NO MONEY Payments can be spread over a number of months.'

# What you're looking at is no Sea of Tranquility.

Neither is it a scene from the imagination of some science-fiction artist (although we commissioned one of Britain's finest sci-fi artists to paint it).

It is what you would actually see if the waters of the North Sea suddenly became invisible.

Silhouetted against a huge moon are the four giant production platforms that form the core of the Brent oilfield.

The Brent Field, operated by Shell, lies far out to sea, roughly halfway between Scotland and Norway, and about 100 miles northeast of Shetland.

The painting shows (from left) the production platforms Delta, Charlie, Bravo and Alpha, each towering well over 700 feet above the seabed in its steel, or concrete, socks.

They are built to withstand one-hundred foot waves and winds gusting up to 160 mph while continuing to collect oil and gas, 24 hours a day, from rock depths lying some two miles beneath the sea-floor.

Floating in the far distance (bottom right) is the drilling rig Stadrig, prospecting for oil in another part of the Brent Field.

And riding the invisible seas with contemptuous ease (top right) is the 23,000 ton semi-submersible, pipe-laying barge Semac I.

## FLAGS: a major new gas-gathering scheme in the North Sea.

We used Semac I to lay one of the world's longest, largest, deepest undersea pipelines. (The painting shows the pipe being fed over the stern of the barge and trailing down to the seabed.)

The pipeline is the backbone of a major new North Sea gas-gathering scheme known to the oil industry as FLAGS: Far North Liquids & Associated Gas System.

It will enable us to bring ashore the substantial and hitherto untapped gas reserves of Brent and other oilfields in the northern North Sea.

The FLAGS pipeline, 36" across and made of steel coated with concrete, runs 280 miles along the seabed between the Brent Field and St. Fergus in Scotland.

Laying it was an astonishing feat.

The North Sea is no millpond. It is quite the most hostile stretch of water the oil and gas industry has ever tackled.

Much of the pipeline was laid in appalling weather: force 10 gales, thick fog rolling in the troughs between giant waves, zero visibility.

The FLAGS system will before long be supplying some 12% of Britain's gas needs. (The Brent Field already supplies about an eighth of Britain's oil.)

But neither statistics nor adjectives (nor the vastness of our operating costs) can ever give you a real sense of the scale and scope of our work in the North Sea.

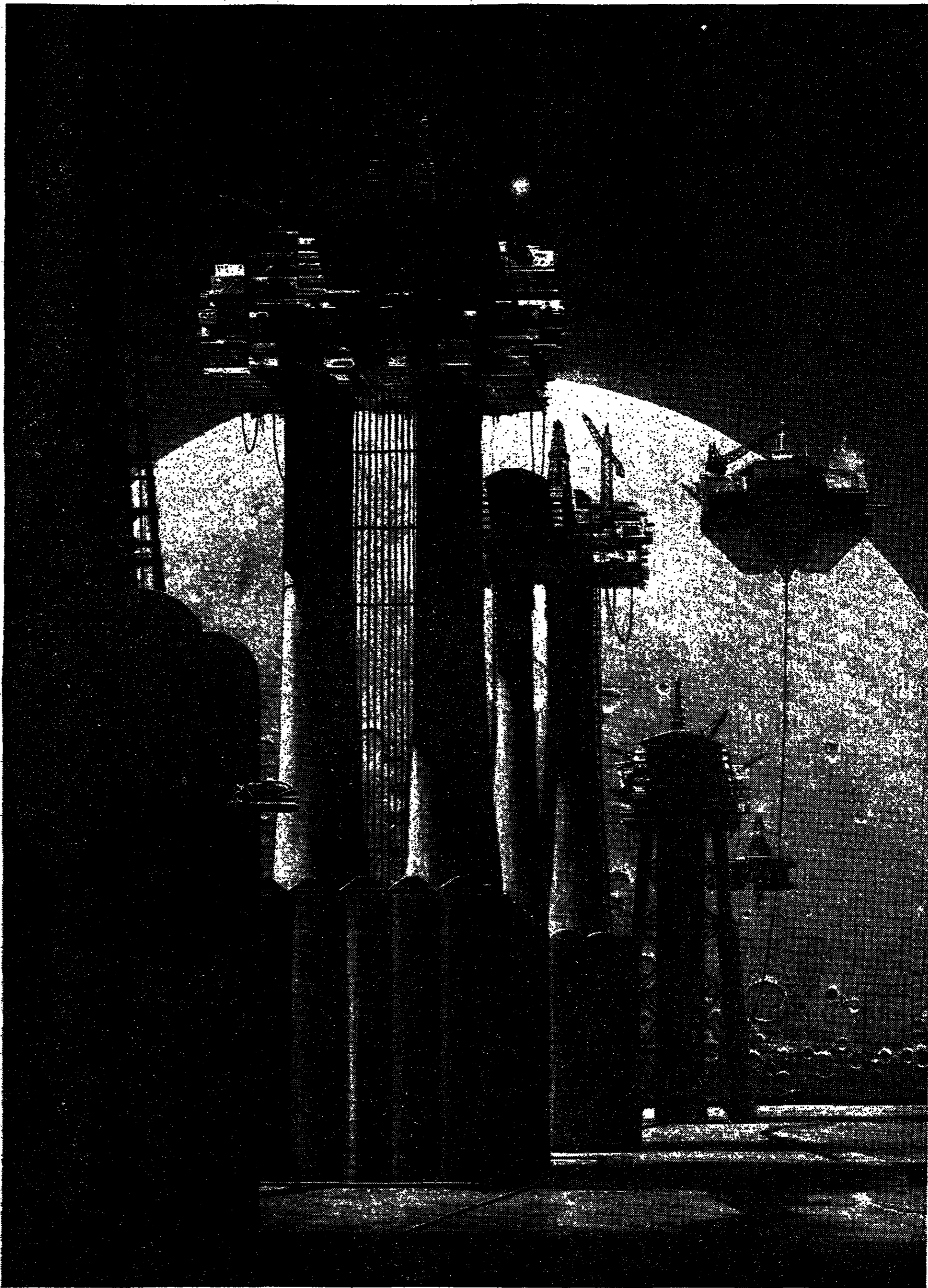
## The Brent Field: an offshore oiltown.

The Brent Field, for instance, does not simply consist of the four great platforms attended by a pipe-laying barge and a drilling rig or two.

Several other giant structures (like the floating oil-storage and loading facility, Spar) are nearby. And platforms may be attended by 'flotels' (floating hotels) and semi-submersible diving barges.

Tugs, tankers and supply boats ply the surface, the latter bringing in everything from drill-pipe, cement for well-casing and drilling mud, to food and fuel.

Under the surface, mini subs and diving-bells are at work. While in the skies, helicopters constantly come and go,



bringing in vital tools and flying drilling crews and other technicians in and out.

Our platforms and rigs are crewed by over 3,000 men, who manage to tuck away well over 100 tons of food each week.

Power to keep the big platforms working is generated by turbines similar to those which fly large jet aircraft.

Computer banks continuously receive and process information about subsea oilwells and the many working functions of each platform, key data being relayed simultaneously to the platforms and Shell headquarters in Aberdeen.

The cost of these operations is so immense that it beggars description.

One way of putting it is that Shell's expenditure in the North Sea has amounted to more than half a million pounds per day, every day for the last eighteen years.

When we add up our chequebook stubs, our total investment to date works out at more than £4,000 million in 1981 money. Those figures double when you include the sums invested by us on behalf of our partners.

## A conquest to rival the moon-landings.

Although there are projects which cost more, in terms of sheer technological innovation there is no other achievement on earth to match the conquest of the North Sea.

We have pushed back the limits of technology so far that the only feat which invites comparison is otherworldly: the placing of the first men on the moon by NASA's Apollo space programme.

As a matter of fact, the computer-room that monitors our operations has a great deal in common with that famous control-room in Houston.

And Shell is proud to be in the forefront of an endeavour which only twenty years ago, would have been dismissed as pure science-fiction.



**You can be sure of Shell**



digital decdata system

so that he arrives knowing exactly what the maintenance needs are.

These services have been reinforced with the expansion of the Telephone Support Centre where customers can dial in for software advice and assistance.

**Financial stability.**

The financial stability of Digital as a base on which both we and our customers can build was recognised in the previous financial year in the form of an AAA credit rating from Standards and Poors. Only two computer companies and fewer than 25 companies in all have obtained this rating.

Sound finance includes the ability to cope with the sudden bursts of growth in some sectors of our market such as terminals and microcomputers.

Sales growth greater than 25% annually creates a need for cash in excess of our internal financing capability, so we will continue to retain our earnings and re-invest them in the business.

**Our four part review.**

Yesterday we saw how Digital is investing for the future in Britain with manufacturing plant, new headquarters at Reading and an expanding network of regional offices.

Compatibility has been a crucial consideration in developing Digital systems for 20 years. Tomorrow we see how Digital continues to make computers that will work with other computers.

Please contact your local Digital sales office if you would like a copy of the Operations Review or a reprint of this four part series.

digital

Digital Equipment Co. Limited HEAD OFFICE READING: Digital Park, Worton Grange, Imperial Way, Reading, Berks. Tel. (0734) 868711. Telex 84832718. SALES AND SERVICE BRANCHES: Basingstoke Tel. (0256) 56233. Telex 858503. Belfast Tel. (0232) 20024. Telex 747837. Birmingham Tel. (021) 3556111. Telex 337060. Bristol Tel. (0272) 656201. Telex 449693. Edinburgh Tel. (0589) 30241. Telex 727113. Epsom Tel. (037 27) 29666. Telex 929920. Leeds Tel. (0532) 588154. Telex 556432. Leicester Tel. (0533) 530931. Telex 341794. London Tel. (01) 637 5200. Telex 27560. Manchester Tel. (061) 865 8676. Telex 668666. Welwyn Tel. (043871) 6111. Telex 826195. Chelmsford (Service Only) Tel. (0245) 351615. Telex 995681. Maidstone (Service Only) Tel. (0622) 677561. Telex 966109. Newmarket Tel. (0638) 67201. Telex 817333. Teesside (Service Only) Tel. (0642) 470444. Telex 58618. The Digital Logo, PDP, DEC, MINC, GIGI and VAX are Trademarks of Digital Equipment Corporation.

**Financial Times**

On Tuesday the managing director of Digital Equipment Co. Limited, Darryl T. Barbé, reviewed the company's continuing impressive growth in the 1981 financial year.

Last year Digital's turnover in the UK rose by 27% to £142 million compared to £112 million in the previous year.

Mr. Barbé said the continuing recognition of Digital as a stable yet innovative supplier in Britain depended as much on staff commitment as on building advanced and proven computers.

Today, in the third part of a four part review, we look at some of the ways we help our customers to get the most efficient use from their Digital systems.

Digital employs more than 860 professional hardware and software support staff to provide comprehensive back-up for 10,000 plus users in Britain.

In many technically orientated applications such as engineering design, high energy physics, aircraft simulation and laboratory analysis, customers need to test and develop programs before their own system is delivered. Digital now offers this service at the

**Technical Marketing Centre in Reading.**

Staffed by senior software professionals, the centre offers powerful VAX systems, MINC laboratory computers and advanced GIGI colour graphics terminals.

The centre features the latest networking and communications technology including DECnet and X.25. The London Datacentre which opened three years ago continues to provide similar facilities for our commercial customers.

Digital's three education centres in Britain provide training for both our own and our customers' engineers and software experts covering the entire range of products. Digital has begun to sponsor courses at polytechnics, universities and colleges in several European countries and the United States aimed at increasing the number of graduate computer engineers.

In 1981, 22 students graduated from the Polytechnic of Central London under a Digital-sponsored programme and were awarded their degrees as professional computer engineers. Digital provided a computer

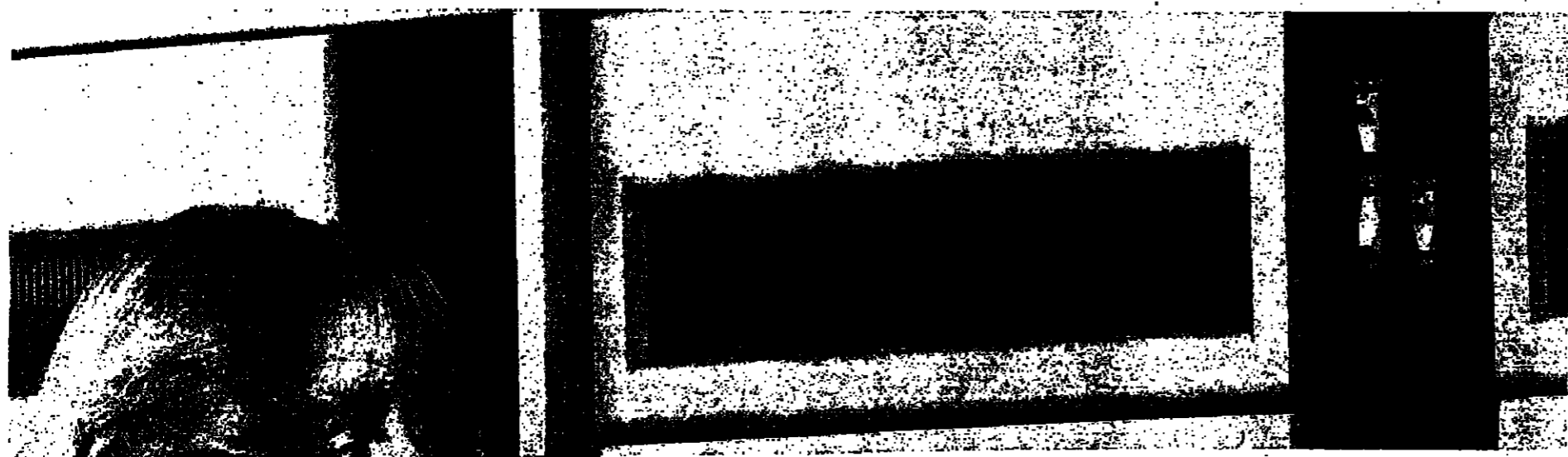
system, tuition assistance and course materials, and sponsored nine of the students for their two years full time study.



**The Remote Diagnosis Centre.**

The Remote Diagnosis Centre in Basingstoke uses the most advanced techniques of computerised fault finding. It has 46 professionals specialising in system repair and supports services that include guaranteed response 24 hours a day, 7 days a week.

# We're advancing our customer services as fast as computer technology.



During the year, the Centre increased the number of customers connected to a total of 450 while extra engineers, software specialists and instructors were recruited to cope with the increased demand for services.

Customers linked to the Centre can expect faults to be isolated extremely quickly. A diagnostic routine will be running within 15 minutes of making their fault call.

An engineer can then be on site with the right part within four hours (in most parts of the UK and



# Accountancy Appointments

ACCOUNTANCY APPOINTMENTS ARE CONTINUED ON FOLLOWING PAGES

Broad management role within U.K. subsidiary of substantial European multinational ...

## FINANCIAL CONTROLLER

Telford, Shropshire.

circa £18,000 p.a. plus car

Our client is a U.K. company (t/o £20 million) within one of Europe's leading multinational groups, whose activities encompass all aspects of electrical engineering, including power generation and distribution, marine and offshore engineering, process control, telecommunications and micro-electronics. With a presence in over 140 countries, group turnover exceeds £2.5 billion.

Reporting to the Managing Director, the Financial Controller will have a broad span of control, with full responsibility for all accounting and data processing activities within the company. There is an emphasis on systems development and active control of financial resources, as well as participation, as a key member of the senior executive team, in strategic decision making.

Candidates should be qualified accountants, preferably graduates, aged in their 30's, with a record of success leading to a line management appointment in a manufacturing or engineering environment. A strong personal presence, and well-developed commercial skills are key attributes. The potential exists for career development within the group in the medium term.

Written applications containing career details should be forwarded, in confidence, to Anthony J. Forsyth, B.Sc., at our London address quoting reference number 3692.

410 Strand, London WC2R 0NS. Tel: 01-836 9501  
26 West Nile Street, Glasgow G1 2PF. Tel: 041-226 3101  
3 Coates Place, Edinburgh EH3 7AA. Tel: 031-225 7744

**DOUGLAS LLAMBIAS**  
Douglas Lambias Associates Limited  
Accountancy & Management  
Recruitment Consultants



Career development role with leading high technology group...

## YOUNG TREASURER

Reading Upto £15,000 p.a. plus car and other benefits.

Our client is the holding company of a diversified high technology group comprising 25 operating companies in the U.K., Europe and N. America, manufacturing and marketing electronic components and equipment for the industrial and professional markets. A high degree of decentralisation, management incentives and firm financial control have led to continuing fast but controlled growth.

Reporting to the Finance Director, the Treasurer will be responsible for handling group bank facilities, foreign exchange and money market operations. He or she will also be involved in other head office financial functions. It is intended that after a period of about eighteen months to two years the successful candidate will be moved to a line appointment with a subsidiary company.

Applications are invited from qualified accountants, preferably graduates, in their late 20's or 30's with relevant experience in the treasury department of an industrial or commercial company. A record of achievement coupled with commercial awareness are necessary attributes.

Written applications with career details should be sent, in confidence, to Anthony J. Forsyth, B.Sc., at our London address, quoting reference number 3691.

410 Strand, London WC2R 0NS. Tel: 01-836 9501  
26 West Nile Street, Glasgow G1 2PF. Tel: 041-226 3101  
3 Coates Place, Edinburgh EH3 7AA. Tel: 031-225 7744

**DOUGLAS LLAMBIAS**  
Douglas Lambias Associates Limited  
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Recruitment Consultants



## ACCOUNTANCY APPOINTMENTS

Rate £29 Per Single Column Centimetre

## FINANCIAL CONTROLLER

Central London to £17,000 + car

Our client is a £70m turnover subsidiary of a highly successful and well known U.K. group with challenging growth objectives.

In order to meet their requirements for increased business control and information they are creating a new position which demands a high calibre accountant whose track record is one of achievement including a minimum of two years spent in industry or commerce. Personal qualities will include a strong personality, the ability to motivate and control staff, and a flexible approach to ensure good communication and problem-solving skills.

There are excellent career opportunities for advancement and terms and conditions of employment are excellent. Applicants (28-35) should submit full career details quoting ref: 834 to Nigel Hopkins E.C.A. Michael Page Partnership, 31 Southampton Row, London WC1B 5HY.



**Michael Page Partnership**  
Recruitment Consultants  
London Birmingham Manchester

## Management Opportunity

### Corporate Audit

Central Southern England c.£13,000+ Co. car

Our client, a multi-national high technology corporation, is a world leader in telecommunication systems.

A large number of main frames and mini computers are used throughout the business and are fully accepted as an important tool of management. The internal audit unit, which is part of the corporate staff, has a wide ranging responsibility to the Executive Management Committee to report on the quality and suitability of business control systems.

Candidates who will probably, but not necessarily, be qualified accountants, should have at least 2 years' senior auditing experience in the profession or the internal unit of a major corporation.

In addition, candidates should be able to demonstrate successful line responsibility for an accounting department because this position is seen as an assignment prior to taking up a management appointment in one of the subsidiary companies. Salary is negotiable, there is an attractive re-location scheme where appropriate, and a large company benefit package.

In the first instance, contact Bruce Crammond on 01-631 4184 or write to:  
A & A Consultants Limited, International Management & Recruitment, 10 Little Portland Street, London W1N 5DF. Telex: 8956538.



## PROJECT ACCOUNTANT

Large industrial group

London

c. £10,500

Our client is seeking a RECENTLY QUALIFIED Chartered Accountant to join its West End based international group accounts department. Responsibilities include numerous special investigations and reports on both internal matters such as capital expenditure reviews and external matters such as government assistance and inter-company comparisons. Occasional overseas secondments may arise and the position is one from which others have progressed to key posts within the group.

Applicants, unlikely to be more than two years qualified, should have had senior level exposure to major industrial group audits with a substantial international firm. A period in an investigations or similar department would be useful experience.

Brief personal and career details should be addressed, in confidence, to Douglas G Mizon, quoting Ref. FT/242/M.



**Ernst & Whinney Management Consultants**  
57 Chiswell Street, London EC1Y 4SY.

## FINANCE CONTROLLER

AGE 30-40. SOUTH WEST LONDON UP TO £18,000+CAR

A Japanese company involved in the marketing of electronic equipment in the U.K. wishes to appoint a Finance Controller who will report to the local Managing Director and be responsible for the complete accounting function including:

- day-to-day running of the accounting function
- production of monthly and annual accounts
- preparation of annual plan and longer term forecasting
- operation and development of budgetary control systems
- cash flow
- costing
- responsibility for developing the data processing function

In addition, the appointee will have responsibility for general administration, including personnel, office management and despatch.

Candidates must be qualified accountants and have considerable industrial experience, preferably in a medium sized company. Computer and costing experience is necessary. The preferred age range is 30-40. Salary is negotiable up to £18,000+ Car and there are other fringe benefits.

Please send a comprehensive career résumé, including salary history, quoting reference 2058 to W. L. Tait.

**Touche Ross & Co, Management Consultants**  
Hill House, 1 Little New Street, London EC4A 3TR. Tel: 01-353 8011  
A member of the Management Consultancy Association

## Financial Accountant

Insurance  
c.£13,500

This is a new position reporting to the Chief Accountant in our London head office. Responsibilities will include the development and implementation of computerised accounting systems.

Candidates should be qualified accountants, over 25, with a sound knowledge of computerised accounts and at least five years' experience in financial accounting. Initial salary will be in the range £13,000 to £14,000, supported by a range of benefits which includes low-cost mortgage facility, private medical care, and contributory pension scheme.

Please send full career details to Sue Morris, Personnel Manager, United Friendly Insurance plc, 42 Southwark Bridge Road, London SE1 9HE.



## Polytechnic Management Accountant

(based at West Ham Precinct, Romford Road, E15)

The post of Management Accountant has been recently created and will represent the senior finance position within the polytechnic.

Applicants must be fully qualified and experienced accountants and must have a knowledge of the implementation, monitoring and maintenance of computer systems and full cost analysis and formulation.

A knowledge of the financing of higher education in the public sector and experience gained in a polytechnic, college of higher education or local authority will be an advantage, but a background in the private sector will not deter applications.

The post will carry a minimum salary of £13,173 inclusive of London weighting, rising to £14,267 (under review). A higher salary scale may be considered for a suitably qualified candidate. For further particulars of the post, the polytechnic and an application form, please contact: The Polytechnic Personnel Office, North East London Polytechnic, Aste House, 159/164 Chesham Hill, Romford, Essex, RM6 6LX. Tel: 01-580 7722, Ext. 3121 or 3185.

Quoting reference no. 9762. Closing date for receipt of applications: 2nd July.

**NELP** North East London Polytechnic

West End Chartered Accountants require

## Principal - F.C.A.

age 25 to 40

Apply in writing with C.V. to Box No. A7890, Financial Times, 10 Cannon Street, London, EC4P 4BY.

## FINANCIAL DIRECTOR

(designate)

### RETAIL DISTRIBUTION

West Yorkshire £5 figure salary + car etc.

Our client operates a successful chain of retail stores throughout the North of England. The company is profitable and turnover is growing rapidly. They are now seeking an experienced executive to take charge of the finance and administrative functions.

Candidates should be qualified accountants with broad experience of financial management, preferably acquired within a retail or fast-moving consumer goods environment.

The position reports to the Chairman and carries a salary negotiable in five figures, a company car and other benefits. Above all it offers an excellent opportunity to a person who can make a real contribution to the company's growth.

For an early local interview please write or telephone Brian E. Daniels, Senior Consultant, Dunlop & Badenoch, Accountancy Recruitment Consultants, quoting ref. B2162FT

Dunlop & Badenoch "Putting people into business" 20 Abchurch Lane, London EC4N 3DF. Tel: 01-4753 7000



## ACCOUNTANCY

### FINANCIAL CONTROLLER

£15,000+Car

This full charge role demands tight control as new systems and accounting methods are being developed. If you are a qualified accountant, aged 35-45 with good computer application experience this challenging position offers real prospects for promotion to general management within an established UK group. REF: VMD/2194A. CENTRAL LONDON

**EXCEPTIONAL** c.£13,500 A major UK company is seeking two exceptional, young Chartered Accountants. The company offers the chance to gain wide experience via management development positions at Group HQ. Possessing a sound professional background with a Big 6 firm, suitable candidates will be graduates, aged 28-32 with at least 2 years post qualification experience. Career opportunities are fantastic! REF: JN/2187A. C. LONDON

**FINANCIAL ANALYST** to £11,000 Based in the treasury department of this multi-million group you will gain excellent commercial exposure at both HQ and Divisional levels. Interpret management reports, maintain knowledge of company law, assist the taxation executive, plus ad-hoc. Newly-qualified ACAs with good interpersonal skills will find prospects excellent. REF: OG/1040B. WEST END APPLICATIONS WILL BE TREATED IN THE STRICTEST CONFIDENCE

LEE HOUSE, LONDON WALL, EC2. 01-608 6771

## ROBERT HALF

SEARCH & RECRUITMENT

هكذا من الآهول



# Accountancy Appointments

## MANAGER CORPORATE DEVELOPMENT East Midlands c. £16,000 + car + benefits

Our client is a market leader whose impressive record has been achieved by the successful worldwide marketing of its products and services. They seek an ambitious, confident and highly motivated Manager to control, co-ordinate and often to initiate, investigations and financial projects covering profitability and acquisition studies. The position requires close involvement at Board level. Consequently, applicants (aged 30-35) must demonstrate exceptional interpersonal skills, a track record of significant achievement and the technical background and qualifications to ensure maximum effectiveness within tight deadlines. The salary package is excellent and benefits include a company car, assistance with house purchase and generous relocation expenses. Interested applicants should submit full career details quoting Ref. 833, to Nigel Hopkins, FCA, Michael Page Partnership, 31 Southampton Row, London, WC1B 5HY

## FINANCIAL CONTROLLER

Private group of companies with interests in finance and investment seeks qualified accountant to co-ordinate all aspects of financial controls and systems. Some travel involved.

Write stating experience, past and anticipated salary. Non-smoker.

Write Box A.7892  
Financial Times  
10 Cannon Street  
EC4P 4BY

## Systems Development Accountant

Home Counties

£14,000+ car

The company is leader in the commercial interior contract furnishing market. Operating nationally, and increasingly internationally, it is highly profitable. Its growth has resulted in the requirement for greater operating efficiency and more responsive management information. This will be achieved by improving systems and introducing further computerisation.

The job is new and is to develop existing systems initially in the finance area. Beyond this, the task will be to prepare strategic and detailed plans for management agreement and carry out their cost-effective implementation. There should be the opportunity to move into line management depending on availability and successful performance.

Candidates should be aged in their mid to late 20s, have a strong accounting background and will preferably be qualified. They must have at least 2 years recent experience of computer systems and their application. They must be self motivated and enthusiastic and must have an ability to communicate effectively at all levels. The flexibility to travel is essential.

Please reply in confidence giving concise career and personal details and quoting Ref. ER544/FT to I.D. Tomisson, Executive Selection.

Arthur Young McClelland Moores & Co.,  
Management Consultants,  
Rolls House, 7 Rolls Buildings,  
Fetter Lane, London EC4A 1HH.



Arthur Young McClelland Moores & Co.

A MEMBER OF AMSA IN EUROPE AND ARTHUR YOUNG INTERNATIONAL

**MP**  
Michael Page Partnership  
Recruitment Consultants  
London Birmingham Manchester

## CHIEF ACCOUNTANT c. £17,000 + Car INSURANCE BROKER

Our Clients, a rapidly expanding firm of insurance brokers operating in the Lloyd's market, are seeking a qualified accountant to join a young and dynamic management team.

The successful applicant will control the day to day accounting function and be responsible for the installation of a computerised system.

For a candidate with initiative and ability there are excellent prospects for advancement to board status.

Write, in the first instance, with details of career to date, to Stuart Rochester,  
Neville Russell  
Chartered Accountants  
30 Artillery Lane, London E1 7LT.

## INTERNATIONAL OPERATIONS REVIEW Accountants in Industry

London Based c.£13,000 + car  
Extensive Overseas Travel Age 28-33 yrs

Our client is a U.K. quoted group operating in over twenty countries and with a turnover exceeding £350m. Their high technology products and services together with successful acquisitions have ensured their continued growth and expansion.

The importance of this position within the group demands a qualified accountant with industrial experience of an audit or project/investigative nature. A strong and persuasive personality is essential to ensure credibility at top management level. The position involves travel to operating companies mainly in U.S.A., Canada and South America and offers an excellent introduction into the group with real career prospects into financial line management.

Applicants should contact Kevin Byrne on 01-242 0965 (Thursday evening till 7.00pm) or write to him at 31, Southampton Row, London WC1B 5HY.



Michael Page Partnership  
Recruitment Consultants  
London Birmingham Manchester

## FINANCIAL DIRECTOR

South Coast £17,000 + car

A US subsidiary with a turnover of £12 million, our publishing industry client is forecasting exciting growth generated by acquisitions, new product technology, and market expansion. To assist in the growth and its control the company now needs to strengthen its management team.

Responsible for the full financial function, the Director will place particular emphasis on planning, investment appraisal and profitability analysis. Supervising and developing the accounting function, he or she will enhance systems and procedures, monitor treasury, and liaise with the US parent. The Financial Director will participate in and contribute towards all commercial decisions.

Aged 30-35, applicants should be qualified accountants and a breadth of both financial and commercial experience is required. Please write with a detailed career history, including salary progression and a day time telephone number, to David Hogg FCA, quoting reference I/2031.

EMA Management Personnel Ltd.  
Hilton House, 20/23 Holborn, London EC1N 2JD  
01-242 7773 (24 hour).

## FINANCIAL CONTROLLER

We are a small dynamic and expanding plc with financial and industrial interests who seek a qualified person keen to make a positive contribution within a slim dedicated HQ team.

Responsible to the Chairman and Chief Executive, the position calls for strong emphasis on finance/management accounting, cash flow and controls, and will include secretarial matters. Business experience is essential.

Applicants, ideally in their 30s, should be within three-quarters of an hour travel of West End. Remuneration negotiable.

Apply with full details, in confidence, to:  
Box A.7873, Financial Times  
10 Cannon Street, London EC4P 4BY

## FINANCIAL CONTROLLER

CA with computer experience, preferably ICL, to act as Financial Controller for a small progressive private group, based in Central London.

The appointment offers an attractive opportunity for someone with varied professional and commercial experience who seeks a board appointment in the near future.

Salary and benefits will reflect the importance of the position.

Please send cv to Box A7888, Financial Times  
10 Cannon Street, London EC4P 4BY

## Real Career Management Assures Real Success, Satisfaction and Reward

Executives/Professionals can • realise career objectives  
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GHN Gardner Hill Needham Executive Counsel Ltd.  
Rovels House, Mandeville Place, London W.1  
\*See Ombudsman Directory

## Financial Controller Kenya

A leading multi-national company seeks a Financial Controller for its Kenya subsidiary which is a public company with a Nairobi stock exchange quotation.

Reporting to the Managing Director the person appointed will be totally responsible for the finance and accounting functions including the improvement and development of management information systems and further computerisation. The Company, which has a turnover of £3.5 million per annum and operates within the manufacturing sector, is undergoing a period of significant change which is producing new challenges for the management team. The Financial Controller is expected to play a key role in the resolution of these issues.

Applicants aged over 30 years should be qualified Accountants and have managed an accounting unit in a commercial environment. Experience of computer based management information systems would be an advantage, as would previous overseas work experience.

Initially offered as a 2-year contract, benefits include a first rate salary, company car, accommodation, education allowance and UK leave, where applicable.

Applications with full career history should be sent to the Confidential Reply Service, Ref. AMF 8449, Austin Knight Limited, London, W1A 1DS.

Applications will be forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin  
Knight  
Advertising



## Chief Accountant West London c. £18,000 + car

Atari are world leaders in advanced consumer electronics with their programmable video games and the new Atari 400 and Atari 800 home computers.

We have experienced an unparalleled growth rate world-wide and have recently established a new company to control the sales, marketing and distribution of Atari products in the U.K. We now need a qualified Chief Accountant for Atari International (UK) Inc.

Reporting to the Financial Director, the Chief Accountant will be responsible for financial reporting, budgetary control and a management accounting service.

The successful applicant will be qualified, around 30 years old, used to a very fast-moving retail or service environment, capable of reporting to tight deadlines and be able to communicate clearly with both financial and non-financial people. Essential experience will include a thorough knowledge of computerised accounting methods whilst experience of installing a data based system would be an advantage.

This position will appeal to an enthusiastic self-starter who is capable of making a rapid contribution to the finance function. The salary will be c.£18,000 plus company car and an attractive range of fringe benefits.

**ATARI** If you are certain you match the specifications please send a detailed C.V. to: David Konrath, Atari International (UK) Inc, Windsor House, 185-195 Ealing Road, Alorton, Wembley, Middlesex.

## DIVISIONAL ACCOUNTANT

£13,000 Age 25-30 City

The expanding financial services division of a major insurance broking group requires a young chartered accountant to head its accounts team. Reporting primarily to the Finance Director, he or she will become involved in general management, financial reporting and other duties.

Candidates should have a flair for systems and the personal qualities to enable them to contribute to a fast-moving, entrepreneurial organisation. Experience of computer operations and of the insurance industry is desirable. This is an opportunity for commercially-minded accountants wishing to leave the profession. Please apply to Sir Timothy Hoare.

Chichester House, Chichester Rents, **Career plan** Limited London WC2A 1EG. Tel: 01-242 5775

## MANAGEMENT ACCOUNTANT CENTRAL LONDON

This is an interesting new position at senior level with one of Britain's leading publishing companies. The post calls for an enthusiastic recently qualified accountant looking to develop his/her career in a stimulating environment. The successful candidate will join a small divisional finance team working closely with publishing and marketing management in the development of several key areas of the company's business both at home and overseas. He/she will be expected to make a significant contribution to the development of finance and management information systems with specific responsibilities for preparing and reporting on divisional performance. An attractive salary package commensurate with experience will be provided. Replies should be forwarded with C.V. to:  
Box A7881, Financial Times, 10 Cannon Street, London EC4P 4BY

## GENERAL APPOINTMENTS



## SCOTTISH TSB CLEARING CENTRE CLEARING MANAGER

£13590-£17622

THE COMPANY: Trustee Savings Banks in Scotland with over 290 branch outlets and funds in excess of £1,000 million are setting up a Clearing Centre in Edinburgh to deal with all aspects of inter-Bank clearing.

THE POSITION: The Clearing Manager will report to the Head of Clearing and will be responsible for the day to day running of the clearing operations including:-  
• IBM 3890 Reader-Sorters. • Centralised encoding of clearings.  
• Credit Clearing. • Collection, processing and distribution to a time critical schedule.  
Initially the successful applicant will also contribute towards the setting up of the new centre and all internal systems and procedures.

APPLICANTS: Must have proven managerial experience. Extensive knowledge of bank clearing work is essential.

REWARDS: Starting salary, in an excellent progressive salary structure, will depend on experience and qualifications. In addition we offer an attractive range of fringe benefits including a mortgage subsidy scheme, company car and pension scheme.

APPLICATIONS: Stating full career details which will be treated in the strictest confidence to:  
General Manager, Ref. FT  
Trustee Savings Bank of South of Scotland,  
Raeburn House, 32 York Place,  
Edinburgh. EH1 3HU.



## APPOINTMENTS ADVERTISING

Rate £20.00 per single column centimetre

## Fielding, Newson-Smith & Co Property Analyst

We wish to recruit an established property analyst currently working either in an investment institution or another broking house.

Our preference is for a senior analyst but we would also give favourable consideration to an analyst with less experience as long as this is clearly balanced by an ambition to become established amongst the leaders in the field.

Please respond to the Administrative Partner at Fielding, Newson-Smith & Co., 31 Gresham Street, London EC2V 7DX.

WANTED FOR INTERNATIONAL COMMODITY HOUSE  
LOCATED IN LONDON AREA

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with experience in handling soft commodities and from the Far East, and Sri Lanka in particular.

Commodities to be handled by successful candidates will be rice, maize, sugar, wheat and Far East produce/imports such as tea, coffee, oilseeds, coconut products, pulses, oilseeds, etc. Prospective candidates should have proven record in handling government tenders for food items as well as selling/purchasing terms of private trade. Contracts at highest levels in public and private sectors will be added advantage.

Salary negotiable, excellent prospects for right candidate  
Please reply to Box A7889, Financial Times  
10 Cannon Street, London EC4P 4BY.

JOBS COLUMN

# More managers escape from unemployment

BY MICHAEL DIXON

BUMPING along the ceiling would be one, I hope not over-optimistic, way of depicting unemployment among experienced managers and specialist staff in Britain. After falling by 1 per cent between February and April, the total of jobless higher-grade workers rose 3 per cent over the next month to a record 140,075 before edging down again by 0.3 per cent between May and the start of this month.

The table alongside is compiled from statistics provided by the Government-sponsored Professional and Executive Recruitment agency. The totals at the top are followed by corresponding figures for each of the 23 occupational groupings with more than about 1,000 experienced staff registered as unemployed. As well as these, the totals cover five minor categories which I have not included in the detailed listing.

Although the overall figure produced by PER's latest count is 23 per cent up on its counterpart for early June last year, only nine of the categories show increases since May whereas in 1981 all but one category did so.

The first two columns of numbers—referring to experienced staff newly registering as unemployed in May-June—indicate that a good many redundancies are still occurring. In a dozen of the groupings the latest out-take is higher than it was 12 months previously.

But as the next pair of columns show, the numbers

	Added to register May to June '82	(May to June '81)	Left register May to June '82	(May to June '81)	Total on register June '82	% change on May	(Total on register June '81)	% (change on May)
All higher-grade unemployed	12,544	(12,661)	13,014	(9,639)	139,625	-0.2	(113,265)	(+2.7)
Electronic and electrical engineers	308	(194)	155	(135)	2,610	+6.2	(1,746)	(+3.5)
Personnel staff	240	(193)	180	(173)	2,566	+2.4	(2,067)	(+1.0)
Other engineers and technologists	703	(653)	547	(442)	7,398	+2.2	(6,073)	(+3.6)
Accounting staff	302	(477)	406	(360)	4,736	+2.1	(3,752)	(+3.8)
Library, art gallery staff, etc.	452	(568)	534	(474)	6,774	+1.8	(5,789)	(+1.5)
Town planners and architects	112	(96)	96	(72)	1,025	+1.4	(863)	(+1.5)
Legal services	94	(101)	83	(81)	1,055	+1.2	(795)	(+2.6)
Chemists and physicists	192	(171)	167	(115)	2,233	+1.1	(1,626)	(+3.5)
Estimators, etc.	152	(171)	148	(110)	1,817	+0.2	(1,434)	(+4.4)
Estate agents	229	(201)	228	(91)	2,604	—	(2,020)	(+5.8)
Data-processing staff	393	(348)	397	(248)	3,685	-0.1	(2,757)	(+3.8)
Draughtspeople	393	(399)	403	(309)	3,810	-0.3	(3,508)	(+2.6)
Departmental managers other than those in charge of production	2,442	(2,561)	2,588	(1,800)	27,425	-0.5	(22,586)	(+3.5)
Social and health services' staff	564	(552)	592	(487)	5,947	-0.5	(4,137)	(+1.6)
Sales and marketing	1,723	(1,719)	1,850	(1,389)	17,485	-0.7	(15,566)	(+2.2)
Purchasing staff	200	(244)	223	(169)	2,613	-0.9	(2,355)	(+4.2)
Production managers	352	(382)	431	(396)	6,572	-1.2	(5,946)	(+3.2)
General managers	244	(322)	288	(288)	2,871	-1.5	(2,720)	(+1.3)
Scientific and technical support staff	684	(788)	814	(524)	8,541	-1.5	(7,018)	(+3.0)
Biologists	84	(65)	105	(73)	987	-1.9	(660)	(+3.0)
Teachers	1,684	(1,738)	2,094	(1,469)	21,329	-1.9	(16,896)	(+1.7)
O&M staff and statisticians	123	(178)	162	(121)	1,896	-2.0	(1,499)	(+3.5)
Aircraft and ships' officers	106	(120)	139	(118)	1,443	-2.2	(899)	(+2.2)

leaving the unemployment register are higher in 23 cases and the same in the other one. The number of production managers escaping from the dismal record was up by almost 60 per cent, and the number of sales and marketing staff by 33 per cent. We don't know what kinds of work the leavers have found, of course, but at least it looks as though the firmly rising trend of the past two years and more has been broken.

## Sales abroad

DOWN in the West Country is a major British group's subsidiary which wants someone able to earn quick promotion to its Board by setting up an overseas marketing and sales operation for one of its fast-moving consumer products. The job is being offered through recruiter Bob Purvis who, like the other headhunter to be mentioned later, may not name

the employer and so will abide by any applicant's request not to be identified to the company concerned without specific permission.

The product in question already sells abroad. But the subsidiary's managing director—to whom the recruit will be responsible—now intends to expand overseas sales greatly by importing the expertise needed to institute a fully fledged marketing policy and

operation. The newcomer will start almost from scratch, assessing market prospects in different countries before establishing the necessary support services. There will be a good deal of travel.

Demonstrable success in developing profitable overseas markets for products of the same broad kind is needed. So is fluency in at least one of French, Spanish or German as well as English, and experience

of negotiating with foreign customers.

Salary indicator is £20,000-plus and other benefits include a car.

Application forms can be obtained from Mary Prosser at Robert Purvis International, 22 Broad Street, Hereford HR4 5DR; telephone 0432 69668.

## Personnel

LESS FAR west of London is a British electronics group which has asked consultant Brian Saltzer to find it a personnel director to set up coherent personnel policy and procedures covering its near-dozen subsidiaries, including overseas operations particularly in Germany.

Candidates must have proved themselves by running and developing the full range of personnel services and have special strengths in recruiting high-grade staff in Europe and preferably further afield and in management-development of senior executives. If not already fluent in German, applicants must be willing to learn it fast by taking a crash course, no doubt at the employer's expense.

Salary around £25,000 with car among perks.

Inquiries to Brian Saltzer Associates, 1-3 The Broadway, London SW19 1PS; telephone 01-847 8687, telex 28604 ref. 3013.

**Granada Group**  
**Business Development Executive**  
**c. £12,000+ car**

Granada is a successful, growing group of companies with a turnover in excess of £300m and employing over 12,000 people in television, television rental, book publishing, entertainment and music publishing.

In order to sustain our objective of diversification and expansion within the leisure industry, our Business Development Unit, based in London, is constantly examining fresh business opportunities. The Executive we now seek will be involved in all aspects of the Unit's work, which includes evaluating potential acquisitions, new ventures, market developments, and competitive activities, and assisting operating companies with their strategic planning.

Ideally, candidates should be aged around 30 and have experience in finance, banking, marketing or consultancy. An accountancy qualification or MBA would be useful.

Starting salary around £12,000 plus a generous attractive benefits package.

If you are interested please send a c.v. to: Graham Cole, Group Personnel Adviser, Granada Group PLC, 36 Golden Square, London W1R 4AF.

**GRANADA**

## Partnership Secretary

Thomson McLintock & Co is a major firm of chartered accountants and the British member of the KMG international accounting group. We require a partnership secretary to take charge of the administrative affairs of the firm's London office employing 750 people in a wide range of disciplines.

The role entails a close relationship with the firm's senior management; co-ordinating partnership decisions and managing all supporting services including the continued development of advanced office automation and communication systems.

The age range of 45-50 emphasises the need for an executive with a high degree of administrative skill coupled with the authority to work closely with senior management in a professional environment.

The remuneration is negotiable and will reflect fully the status and demands of the appointment.

Please write in confidence to FJF Hall [Ref: 2812F].

Thomson McLintock & Co 70 Finsbury Pavement London EC2A 1SX **T.M.C.**

## Investment Director

London c. £35,000+ p.a.

Trident Life is a leader in the unit linked life assurance industry and is part of a very successful £2bn insurance group. The Company has grown rapidly to £170m of funds under management and has ambitious plans for substantial future growth. These plans call for the new Investment Director to develop an in-house investment capability.

The new position will carry a Board appointment, taking full responsibility for all aspects of Stock Exchange and money market investments for Life, Pension and sister company general insurance funds. The major task is to produce competitive investment results for the wide range of U.K. and overseas equity and fixed interest funds.

The prime need is for a record of consistent success in investment management with ability to communicate effectively to professional advisers. Insurance experience helpful but not essential.

Age probably around 35-40. Salary indicator £35,000, plus results related bonus and car. Base London.

Write in complete confidence with concise C.V. to our adviser, Mr Alan Henderson, at Trident Life Assurance, 45 Clarges Street, Mayfair, London W1.

**Trident Life**

## FOREIGN EXCHANGE DEALER

In order to complement the existing dealing room staff we are seeking to recruit a senior foreign exchange dealer. The ideal candidate will have a minimum of three years' active dealing experience and will have traded in the spot and forward sterling markets.

This is an attractive opportunity to make a positive contribution to a professional dealing team and the position offers a competitive salary together with a full range of generous benefits.

Interested candidates should contact TOM KOLLINSKY, in strict confidence, at NORDIC BANK PLC, 20 St. Dunstan's Hill, London EC3R 5HY. (Tel. 01-621 1111.)

**NORDIC BANK PLC**

## Director—Administrative Services

£15,000—£20,000 plus car

This new appointment stems from the re-organisation of administrative services in the City office of one of the major international accounting practices. Accountability will be to a Senior Partner. There are two prime tasks: to provide imaginative leadership of the administrative support team, currently employing about 100, and to provide a secretariat service to the Management Committee. Firm evidence of success in a significant administrative management role, and thorough familiarity with modern office and related communications technology, are essential. Previous secretariat experience would be valued—as would a degree and/or a relevant professional qualification. Age probably 35 to 45.

Comprehensive benefits package, including relocation assistance.

Please write—in confidence—to Colin Bexon ref. B.17345.

This appointment is open to men and women.

**MSL** United Kingdom Australasia Barretux  
 Canada France Germany Ireland  
 Italy Scandinavia South Africa  
 Switzerland U.S.A.

**Management Selection Limited**  
 International Management Consultants  
 52 Grosvenor Gardens London SW1W 0AW

## Unit Linked Management

The growth and performance of our Linked Life Funds since their launch in 1977 has been outstanding, and we have established ourselves as a major force in the market. This success has come through well designed products, highly professional Fund Management and considerable marketing expertise.

In planning further growth we are creating opportunities in our Head Office and Area operations. If you have the experience and skills to make a significant contribution to this continued success, we should like to hear from you.

Our salary and benefits package will be attractive and you will benefit from the experience and opportunities which only a large Insurance Group such as Sun Alliance can really offer.

To discuss these opportunities in more detail, please telephone:  
**JOHN BISHOP** on Horsham (0403) 64141, ext. 226  
 or  
**BRIAN BERGIN** on 01-588 2345, ext. 1196

Alternatively, please send full c.v. to Barry Edwards, Personnel Manager, Sun Alliance Linked Life, Sun Alliance House, North Street, Horsham, West Sussex RH12 1BT.

**SUN ALLIANCE LINKED LIFE**

## Fielding, Newson-Smith & Co

Electrical Analyst

We wish to reinforce our electrical coverage by recruiting an analyst with several years experience in either a broking house or an investment institution. He/she should be aged under or close to 30. This is an excellent opportunity and it stems from the move of the senior electrical analyst to a position of wider responsibility within the firm.

Please respond to the Administrative Partner at Fielding, Newson-Smith & Co., 31 Gresham Street, London EC2V 7DX.

## COMPANY SECRETARY/FINANCIAL DIRECTOR

Applications for this position are invited from people over 40 years of age who hold either A.C.I.S., A.C.A. or F.I.C. qualifications and have practical experience in the publishing field. The Company is family-owned and forms part of a small group with a turnover of £5 million. The Group activities cover publishing, origination, print and specialist despatch services.

Applicants must be fully conversant with employment law, computer applications, finance and banking, budgetary control, insurance and project development. The ability to develop a small team of employees is essential.

Apply by writing with c.v. to the Secretary,  
 The Architectural Press Ltd,  
 9 Queen Anne's Gate, London SW1W 9BY

## TAY & THAMES INVESTMENT SERVICES LIMITED

### INVESTMENT MANAGER—DUNDEE

Tay & Thames Investment Services Limited is an Investment Management Company based in Dundee, whose present clients include a quoted Investment Trust, Off-shore Funds and Charities, as well as private individuals. It shares management with two quoted Investment Trusts also administered from Belsize House.

The Company has now reached a size where further external expansion will require an increase in the number of the present management, and is seeking an experienced Investment Manager who would be given overall charge of portfolio management and client liaison in association with the present team, and also special responsibility for promoting the continued growth of the Company.

The position offers scope for the person appointed to have a considerable guiding influence on the next phase of development of an already successful organisation.

The Company is looking for someone probably in their 30's with a good record of investment management and considerable personality.

Remuneration is negotiable depending on the experience and qualifications of the successful applicant, and will in future include an element based on achievement. The package will include membership of a generous non-contributory Pension Scheme, Disability Scheme and BUPA, and assistance will be given in meeting the costs of moving to the Tayside area.

Applicants should write, giving all requisite details, to W. Donald Marr, C.A., who will be pleased to deal with informal initial enquiries by telephone at Dundee (0382) 78344. All applications will be treated in the strictest confidence.

**TAY & THAMES INVESTMENT SERVICES LIMITED,**  
 BELSIZE HOUSE, WEST FERRY, DUNDEE, DD5 1NF.

## COMPANY SOLICITORS

required, with a minimum of 2 years' post qualification experience in issues, takeovers, acquisitions and other securities work.

Substantial salary for suitable applicants.

Please apply with full curriculum vitae to:  
 Patricia Birch Personnel Officer

**CLIFFORD-TURNER**

BLACKFRIARS HOUSE 19 NEW BRIDGE STREET  
 LONDON EC4V 6BY

## Head of Section required for Liaison with Arab International Institutions

Excellent command of written Arabic is required. Previous editorial and journalistic experience essential also. Experience of economic work with Arab League or Arab Chambers of Commerce movement. Salary negotiable.

Write Box A7894  
 Financial Times  
 10 Cannon Street, EC4A 3DF

We are the leading manufacturer for garage equipment on the Continent. Recently conducted market research clearly shows that our newly developed products will be well received by the British market.

We now require a

## GENERAL MANAGER

who will be expected to establish our sales agency in the UK and to build up a distribution organisation. Wide experience and knowledge of the automotive sector is essential.

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 4800 BIELEFELD 12

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35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3588 or 01-588 3576  
Telex No. 887374

An important appointment—opportunity exists to become an Assistant Manager in 6-12 months and scope for further rapid promotion thereafter.

## INVESTMENT MANAGEMENT EXECUTIVE— INTERNATIONAL FIXED INCOME SECURITIES

**CITY** **ATTRACTIVE SALARY**  
EXPANDING INTERNATIONAL MERCHANT BANK—SUBSTANTIAL U.S. FUNDS UNDER MANAGEMENT  
We invite applications from candidates, probably in their late 20's, who have acquired 5 years' practical experience in the fixed income markets with at least 2 years in the management of client portfolios. As a member of the Investment Management Committee, the successful candidate will be involved in all aspects of portfolio management for the Bank's important institutional and individual clients, including direct client contact. Responsibilities will include maintaining continuous contact with the U.S. bond markets and other major international fixed income markets. The ability to identify and respond to investment opportunities is key to the success of this appointment. Attractive salary negotiable, + subsidised house mortgage facility, non-contributory pension, free life assurance, free medical cover, assistance with removal expenses if necessary. Applications in strict confidence under reference IME 4107/FT, to the Managing Director.

## EXECUTIVE—NEW ISSUES SECURITIES MARKET

**CITY** **£14,000-£18,500**  
MAJOR INTERNATIONAL MERCHANT BANK—ASSETS IN EXCESS OF £1 BILLION  
Applications are invited from candidates aged 24-28, who have acquired a minimum of three years practical investment banking experience which specific knowledge of Eurobond or floating rate note issues, and who are currently working in the new issues/marketable securities division of an investment or merchant bank. The successful candidate will be responsible to Head of new issues for assisting in the development of the business and efficient execution of the activities in F.R.N. issues in the primary securities market, involving interface with market institutions and assisting in deal structure, bringing it to fruition, seeing it underwritten and managed. The qualities of adaptability and enthusiasm, plus the capacity to contribute significantly to the Bank's investment division are important. Initial salary negotiable £14,000-£18,500 + subsidised house mortgage facility, non-contributory pension, free life assurance, free medical cover, assistance with removal expenses if necessary. Applications in strict confidence under reference ENI 4106/FT, to the Managing Director.

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED  
35 NEW BROAD STREET, LONDON EC2M 1NH. TEL: 01-588 3588 or 01-588 3576. TELEX: 887374.  
\* Unless you are applying for one of the above positions, please do not write to us.

## BARCLAYS BANK PLC

Barclays Bank have recently expanded their Video Communications Network and now seek Personnel for three specialist positions for its In-House Production Unit at Teddington.

**PRODUCER/DIRECTOR**  
The successful applicant will have a proven production record (show-reel an advantage) and be capable of taking a production through from treatment to editing stages.

**SENIOR VIDEO ENGINEER**  
The Senior Video Engineer will have overall engineering responsibility for the operation and maintenance of the Bank's Broadcast standard video equipment. This includes 3 x Ikegami HL77 and 1 x HL79D cameras.

5 x Main machine and 2 x Portable, Marconi MR2B 1" Video Tape recorders.  
Datatron ST5 Editing/Post-Production switcher.  
Plus ancillary equipment.

The successful applicant will have a proven engineering ability in a broadcast or facility house environment.

**VIDEO ENGINEER**  
A Video Engineer is required to assist the Senior Video Engineer in the operation and maintenance of the Bank's Broadcast Standard Video Equipment as above.

The successful applicant will have a proven engineering ability in a broadcast or facility house environment.

Please send career details and salary history to:  
L.A.D. Winter, Esq., Barclays Bank PLC,  
Group Public Relations Department,  
(Video Communications)  
Park House, Station Road, Teddington, Middlesex TW11 8AD  
Tel. No. 01-943 2431



## Phillips & Drew

International Department

### Equity Market Specialist — Japan

Phillips & Drew have a vacancy in their International Department for an experienced specialist on Far Eastern Stock Markets with principal emphasis on Japan. The successful candidate will probably be in his/her mid-30's and have at least 5 years experience in researching or managing Japanese equities. A graduate or professional qualification is desirable but not necessary. Remuneration will not be a problem for the successful candidate.

Please apply to:  
Caroline Barrett, Phillips & Drew,  
Lee House, London Wall, London EC2Y 5AP.

## International Correspondent Banker—

Nordic Countries

A large U.S. Bank seeks a London-based officer to be responsible for its correspondent banking business in the Nordic countries. The person sought will have a minimum of 3-4 years relevant experience with a major international financial institution, thorough knowledge of the sophisticated cash management products currently offered to banks and potential to assume increased responsibility. Knowledge of relevant foreign languages would be an added advantage. A highly competitive remuneration package will be offered. Apply in confidence to Box A7896, Financial Times, 10 Cannon Street, London EC4A 3DF.

## Mike Pope & Associates

Bank Recruitment Consultants  
Senior Lending Executives £25,000 p.a.  
Chief Dealers to £25,000  
FX Dealers to £20,000  
Experienced Money Brokers £1 neg  
Credit Analyst (with German) to £18,000  
Credit Analysts £18,000  
Loans Admin Clerks to £10,000  
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Contact:  
David Patten or Mike Pope  
1/2 Grosvenor Street  
London, EC2A 4JF Tel: 01-625 5197

## £25,000 P.A. PLUS

Leading firm of toy and giftware importers requires a new Managing Director.

Must be experienced, a natural merchandiser, efficient organiser, understand buying and selling, control of staff and expenditure. Able to negotiate at highest levels, and tie up parcels! Should be an efficient delegator and have ability to inspire sales personnel to generate business. Applicants need total dedication and integrity. Must have a record of long job stability.

Aged 35 to 50. Salary £25,000 p.a., plus car, generous pension scheme and BUPA etc.

Applications will be treated in strictest confidence and can only be considered if accompanied by age, fully detailed previous experiences, earnings, and all other relevant information.

Please reply to Box A7897, Financial Times, 10 Cannon Street, London, EC4A 4BY

## HONG KONG SHARES SALES

Sun Hung Kai Securities (UK) Ltd. are looking for a Hong Kong shares sales executive. Candidate should have at least two years international experience and previous exposure to the Far East Markets is preferred. An initial compensation package of up to £25,000 will be paid according to experience and ability.

Please reply in the first instance to:—  
Executive Director  
SUN HUNG KAI SECURITIES (UK) LTD.  
13 Sherborne Lane  
London EC4N 7SL

## MARKETING EXECUTIVE

£10,000 neg.

This leading Merchant Bank is currently seeking a self-motivated executive to join their UK corporate lending team. The ideal candidate will be a graduate in their late 20s with a minimum of three years' lending experience, preferably at senior management level. Benefits include company car, mortgage and four weeks holiday. For further details please call Mike Stundell Jones on 01-439 4381

## U.S. INVESTMENT ADVISER

If you are an individual or independent organisation with your own U.S. equity clients and you simply require competitive clearing facilities and private space in a non-member's office in the City, please contact Box A7898, Financial Times 10 Cannon Street, EC4A 4BY.

# Institutional Sales and Research (U.K. Equities)

Vickers da Costa (Holdings) plc was established in 1981 to take over, with the assistance of a number of major UK financial institutions, the business of Vickers da Costa Ltd. The Report and Accounts for the year to August 1981 showed net assets of £5.8 million; these were acquired by the new group which, as a result, has a secure financial base with which to face the competitive pressures of the 1980's.

Vickers da Costa's major area of specialisation in the 1960's and 1970's was the Far East and this has produced significant benefits in recent years. The Company now has a particularly high reputation for research in these areas and progress continues.

More recently we have established a position in the UK institutional market which in a number of sectors has made good progress in terms of both market share and profitability. Our aim is to expand the size of this operation significantly and we would be very interested to hear from analysts and salespeople who feel they could perform effectively in this environment. Remuneration will be suitably competitive.

Please contact:  
P. G. R. Lyon, Director (UK Research),  
Vickers da Costa Ltd., Regis House,  
King William Street, London EC4R 9AR  
Telephone: 01-623 2494

## Vickers da Costa

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| <b>Vickers da Costa</b><br>Securities Pty Ltd.<br>Suite 602<br>Singapore Rubber House<br>14 Collyer Quay<br>Singapore 0104<br>Telephone: 2245033<br>Telex: 85 20976 | <b>Vickers da Costa Ltd</b><br>Philippine Representative<br>Office<br>Room 219, Midland<br>Stock Exchange Building<br>Makati, Rizal<br>Philippines<br>Telephone: 89-50-61<br>Telex: FX 3635 | <b>Vickers da Costa Ltd</b><br>Members of The Stock Exchange, London<br>Vickers da Costa Hong Kong Securities Co.<br>Members of the Hong Kong and<br>Far East Stock Exchanges                    |   |

## Graduate Opportunity in Investment around £7250

Sun Alliance is one of the country's largest insurance groups with funds of around £2000 million. An attractive career opportunity is immediately available for a recent or new graduate to train as an Investment Analyst within our small, highly-professional investment team with good prospects of moving on to investment management. Training will cover all aspects of the investment function including stock market operations, company financial analysis and, in due course, will involve meeting stockbrokers and industrialists.

The successful candidate will be aged not more than 23, will have graduated recently in Economics, Business Studies or Law and may already be employed in the investment field or alternatively seeking to change career paths.

Starting salary will be around £7,250 with valuable fringe benefits.

Please write or telephone for more information and an application form to: Jane Wright, Recruitment Adviser, Sun Alliance Insurance Group, 1 Bartholomew Lane, London EC2N 2AB. Tel: 01-586 2345, ext. 1228.



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Compassight are the leading specialists in assisting executives to find their next top job. Only Compassight offers a success-related fee structure. Contact us for a confidential assessment meeting.  
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## BANKING APPOINTMENTS

**LEASING  
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An international merchant bank seeks a first class graduate banker, with experience of structuring and negotiating, the more complex project related big ticket leasing transactions. This senior marketing position is viewed as having boardroom potential. Age 30-35. Salary to £20,000.  
Please contact: Diana Warner

**ACA/LEASING**  
Two interesting positions have arisen in Surrey and London, with bank's leasing subsidiaries. Responsibilities will include statutory, financial and management accounting, and tax related matters. Excellent career opportunities exist in both positions. Age 30-35 Salary £13,000 plus Car.  
Please contact: Diana Warner

**CORPORATE FINANCE**  
A leading Merchant Bank requires a corporate finance executive with international banking experience to join a small team developing business both internationally and domestically, particularly in the fixed interest capital raising sphere. Responsibilities will include the preparation of new products, in particular the creation of new off-shore funds.  
Please contact: John Webster

**ACCOUNTS  
(INTERNATIONAL BANKING)**  
As a result of continued expansion a new position has been created with an established international bank in the City. The position will be as assistant to the accountant, responsible for a small accounts department. The successful candidate will have previous experience of bank accounting in a computer environment, and have knowledge of Bank of England, Head Office and VAT returns, budgets, management reports and statistics etc. Age 25-35. Salary £9,000.  
Please contact: David Little

**Jonathan Wren** 170 Bishopsgate - London EC2M 4LX - 01 623 1266

Anyone with a few years experience of retail banking probably also has a few years experience of computer systems. The more you think about it, the more logical it seems. Most clerical and admin. procedures in banking are computer-based and computer orientated. And anyone who has worked in a bank's front office will have seen how those systems actually perform in real life.

Their view will be the real one - not the more theoretical perspective of the salesman who has little practical experience of working with the systems he so enthusiastically recommends. And our client has found that young men and women with first-hand, grass-roots experience of banking systems can and do make excellent sales people. If you're an MIB with a few years experience of the kind we've described, your own future career could be further proof that our client's unusual approach to selling computer systems is a highly effective one. You'd negotiate on behalf of our client with senior management in banks and other financial institutions. Your banking background, and your obvious knowledge of your subject would enhance your credibility, and open the doors for you. So would the fact that you're from a leading computer manufacturer in the banking sector, whose

# How a 25 year old banker can out-manoeuvre a 40 year old computer account manager

products include everything a bank could need (including a range of no less than 17 document handlers). We realise that we're talking about a radical shift of direction in your career. But we're also talking about a career that can offer you more than comparable financial rewards, with a company where promotion doesn't mean waiting your turn in the queue. As you'd expect, the biggest requirement for people with your background is in London, but there are also opportunities in the North, Midlands and South of England. If you'd like to know more, write with full but succinct career and personal details to our Selection Consultants, AK Selection, 20 Soho Square, London, W1A 1DS quoting ref. B/FT/01.

## U.S. INVESTMENT ADVISER

If you are an individual or independent organisation with your own U.S. equity clients and you simply require 'competitive clearing' facilities and private space in a non-member's office in the City, please contact **Box A.7888 Financial Times 10 Cannon Street EC4P 4BY**

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For Forex/LIFFE/Money Market appointments at all levels discuss your needs, at no cost, with a specialist **TERENCE STEPHENSON 13/14 Little Britain London EC1A 7BX Tel: 01-606 8834 20 years market experience**

## APPOINTMENTS WANTED

**GRADUATE MAN** 27, currently employed by large North American bank with three years' foreign exchange experience (corporate as well as interbank) seeks position in London. Would require work permit. **Please write Box A7888 Financial Times 10 Cannon Street, EC4P 4BY**

## Bank Recruitment Specialists

**COMMODITY FINANCE** £-£16,000 An old-established European bank, shortly to open a full-service London Branch, wishes to engage a Senior International Trading Officer. **VICE BACKGROUND** should include a sound knowledge of commodity financing.

**LEASING** £9-15,000+ Our clients include specialist leasing companies and banks. Currently, we seek applications from marketing executives aged under 35, with either 'big ticket' or equipment leasing backgrounds. Additionally, an opportunity exists for a person with general lease administration experience to obtain broader exposure to both the administrative and marketing aspects of leasing. Remuneration will be negotiable according to experience.

**CREDIT ANALYST** to £12,000 Attractive career opportunity at a major American commercial bank. We should like to hear from candidates with up to 2 years' credit analysis experience in banking, ideally (but not necessarily) including U.S. bank credit ratings.

**BRANCH MANAGER** c. £12,000 Required for the prestigious West End Branch of a City-based international bank. The ideal candidate, aged about 30, would combine a sound knowledge of both retail and corporate banking (including documentary credits) with a flair for business development. Knowledge of Middle Eastern and/or Asian markets advantageous. **Please contact Leslie Squires Telephone: 01-248 7421 or 01-248 8876.**

**F/X DEALER** £-£16,000 To assist the Chief Dealer at the forthcoming London Branch of a respected European bank. The position offers an attractive scope for an ambitious all-round dealer skilled in the currencies, arbitrage and spot/forward FX.

**FUND MANAGER** £-£24,000 Opportunity for an ambitious young Investment Manager to take responsibility for overseas markets to a rapidly expanding City-based investment management company. Appointment usually 2 years' fixed term experience is required, specifically including knowledge of the U.S. or Pacific Basin.

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**DOC. CREDITS** £5-12,000 Two appointments, respectively at managerial and supervisory level, in each case demanding a high-calibre individual with a comprehensive documentary credit background. **Please contact Ken Anderson Telephone: 01-248 7421 or 01-248 8876.**

Anderson, Squires, Bank Recruitment Specialists, Rogina House, 1-5 Queen Street, London EC4N 1JF **Anderson, Squires**

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We are interested in talking to people who share our belief that there is a profitable and enjoyable future for the small, internationally diversified firm.

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## Nikko offers career opportunities for experienced personnel in Bond Sales, Dealings and Syndication.

Nikko Securities, one of the largest Securities Companies in Japan, is now seeking qualified staff with specialised experience in one of the following areas for its London office.

- Bond Salesmen
- Bond Dealers
- Syndication staff

Preferable age 22-28 years, having the desired experience and motivation.

A competitive salary is offered.

Please send full particulars to: Personnel Manager, The Nikko Securities Co. (Europe) Ltd., Nikko House, 17, Godliman Street, London, EC4V 5BD.

**NIKKO**  
THE NIKKO SECURITIES CO., (EUROPE) LTD.

## International Bank with worldwide network of branches/affiliates

### Senior Corporate Banker

To manage and further develop medium-term export credit business. The successful applicant will play an important role in day-to-day affairs and must be energetic, widely experienced and flexible. Good opportunity for development of experience and contacts. Salary commensurate with position/experience plus benefits.

### Young Graduates

To deal in and sell Treasury/Forex services to major international corporations as part of an active successful team well established in London. Preferably graduates with mathematics/scientific degrees, some prior experience of banking, and knowledge of French. Training and job are London based but career could be international. Prospects excellent.

Address c.v. to Box No. A.7891, Financial Times 10 Cannon Street, London EC4P 4BY

All applications will be acknowledged and treated in confidence.

## Managed Pension Fund Sales

£20,000 basic salary  
Substantial bonus opportunities. Subsidised mortgage. Car and other benefits.

**THE JOB:** Selling Managed Pension Funds and Group business on a very senior level.

**THE PERSON:** You should be between 35 and 50; a self-starter with an extensive range of top business contacts.

**THE BACKGROUND:** You should have had a highly successful career with a national financial institution. You will be able to demonstrate your ability to introduce, develop and hold new business.

**THE MOTIVATION:** The basic remuneration of £20,000 is negotiable (depending on your record and experience) and could well be doubled by bonuses based on sales. Naturally, you need to be highly motivated; someone who can personally exploit opportunities to sell pension schemes on a grand scale. Above all, you should be confident and at ease when talking to senior management about administration and investment of pension funds.

**THE PERSON TO CONTACT:** Please write fully and in complete confidence to: Mr M H S Payne, Assistant General Manager, (Marketing) Friends' Provident Life Office, Pixham End, Dorking, Surrey RH4 1QA

**Friends' Provident**

## Junior Assistant to the Group Treasurer

The Costain Group is a major international contracting group operating in the U.K. and overseas. A vacancy now exists in our Treasury Department for an additional Assistant to the Group Treasurer. This post primarily involves monitoring the group's daily U.K. cash requirements and investing surplus funds in the London money market, together with the payment of all overseas creditors. Candidates, aged around 23, should ideally be bank trained and must possess a sound knowledge of documentary letters of credit and other methods of foreign payments. This is a challenging role that will appeal to a person who is determined to succeed within a stimulating environment. A realistic salary, reflecting age and experience, will be paid to the successful candidate together with an excellent fringe benefit package.

Please write with full career details or telephone for an application form to: Mr. M. Clarke, Personnel Manager, **Richard Costain Limited** 111 Westminster Bridge Road, London, SE1 7UE. Telephone: 01-928 4977 Extn. 289.

**COSTAIN**

## David Grove Associates Bank Personnel Recruitment

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### Current Vacancies Include:

- EUROBOND TRADER - PARIS** £ Neg. Preferably graduate with 5 years' experience
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**CONTACT DAVID GROVE OR JOAN MENZIES ON 01-236 4441 OR 01-248 1858**

## MERCHANT BANKING

**FIRST CHICAGO LIMITED**, the London Merchant Banking arm of THE FIRST NATIONAL BANK OF CHICAGO is expanding its activities and is seeking to fill two newly created positions. Ideally applicants will have relevant experience in a major international bank (preferably a merchant bank), a relevant degree and post-graduate or professional qualifications.

### BUSINESS DEVELOPMENT EXECUTIVE

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To assist the Western Europe Business Development Team to maintain existing client relationships; to support the development of new business and be responsible for the implementation of investment banking transactions. Ideally applicants should be aged between 25 - 30 and have a minimum of two to three years' experience. Knowledge of European languages would be an advantage.

The successful candidates will command an attractive salary and benefit package commensurate with qualifications and relevant experience.

Written applications incorporating a curriculum vitae should be addressed to:

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Mary E. Farver, Recruitment Administrator, First Chicago Limited, 1 Royal Exchange Buildings, Cornhill, London EC3P 3DR.

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Leading Middle Eastern bank seeks the services of a Chief Dealer for its London branch.

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Replies are forwarded to our client; please indicate in covering letter companies in which you are not interested.

HANAS CONTACT

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One will be familiar with Bourse operations and advising institutional investors. The successful candidate will have some prior experience and a degree in law, economics, business, or a related field. Complete fluency in French is a must; Some German would be appreciated.

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Career development opportunities are excellent in the Bank's investment banking operations, both in Asia and elsewhere. An attractive remuneration package will include full expatriate benefits.

Please write with personal, career and salary details to Ian M. Milne, Director, Bank of America International Limited, St. Helen's, 1 Undershaft, London, EC2A 8HN.

**BA** BANK OF AMERICA

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The successful applicants will probably be graduates, aged between 24 and 28, with a professional qualification in accountancy or law or with a business school degree. Experience in corporate finance work in the City would be an advantage.

Applications, enclosing a curriculum vitae, should be sent in confidence to:-

Francis Carnwath, Director  
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## INTERNATIONAL APPOINTMENTS

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On behalf of the above client, with whom we are associated, we invite applications for the position as Training Manager.

The Training Manager will be responsible for all activities in connection with the training and education of the brewery's professional and skilled personnel.

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Jos International Breweries are located in the Plateau State of Northern Nigeria - an area with a pleasant climate and good school facilities. The brewery is operating on the basis of Danish know-how and is under Danish management. It is completely modern and is constantly developing and expanding. Presently the brewery employs more than 1,000 people and produces more than 800,000 hl lager beer per year.

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Banking Appointments

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Send English language resume only to Office of General Counsel, M/S 13B3F, Wang Laboratories, Inc., One Industrial Avenue, Lowell, Massachusetts 01851, U.S.A.

**WANG**

The Office Automation Computer Company

THE MANAGEMENT PAGE: Marketing

A high risk dig at Japanese competition

Christian Tyler reports on a French rescue of a British challenger in the mini-excavator market

IAN BERESFORD is a British entrepreneur who risked everything in order to take on a product made nowhere in the world outside Japan.

In 1980, there were 69 sold and last year about 200. The total machine population is today 400 to 500.

"They had had this one machine for a year and hadn't made a sale. But there was a lot of interest. I said: 'Why don't we make one jointly?'"

over-robust components in a small machine; small-scale components were not readily available outside Japan.

Beresford was advised by another contact to try Manitou, an aggressive French company which claims to be market leader in the UK with its rough-terrain forklift trucks.

from Manitou did not solve Beresford's financial problems. He had borrowed from his bank — "they have been bloody marvellous" — and is now having to pay that money back in short order.

Manitou is re-launching the machine under different livery and a new name, the "Manitou" next month. It has had to make further engineering modifications and will be setting a price of just under £17,000 compared with the £17,950 quoted by Kubota, the direct competitor.

Iles says the machine will fit very well both in terms of price and client with the kind of business his dealers are already doing. But his problems could be matching the terms offered by the competition — especially if the Japanese decide to bite back at the British challenger.

It will be another year at least before anyone can tell whether this unusual venture looks like paying off. What lessons does Ian Beresford draw from his experience? "You have to get your funding right," he says.



Ian Beresford: "Whatever you think you can sell, cut it in half" experience? "You have to get your funding right," he says.

Signed up

The product in question is a miniature digging machine on caterpillar tracks, about 10 feet long and weighing three and a half tons.

Months later, after looking at some brochures, Beresford decided he would try to become a dealer for the machine he liked best.

When the prototype was exhibited at a three-day equipment show at Hatfield, Herts, the industry's reaction was "absolutely phenomenal," according to Beresford.

JCB may have been persuaded that the Japanese could be taken on in the UK market, but had grave doubts whether it could compete worldwide against the cheap components to which the Japanese manufacturers have access.

Royalty

The French managers came to see the B15-X at work and, despite some shrugging comments to the effect that the excavator was "too good" (that is, over-engineered), approved the deal.

Beresford collected a lump sum (probably considerably less than his total outlay) for the design copyright, plus a 2 per cent royalty for five years on every machine sold, plus the Manitou dealership for his part of the Midlands.

However, the first cheque

ADVERTISING IN THE MEDIA

Table with columns: Media, £m 1980, £m 1981, Percentage of total 1980, Percentage of total 1981. Rows include National newspapers, Regional newspapers, Magazines and periodicals, Trade and technical, Directorial, Press production costs, Television, Poster and transport, Cinema, Radio, and TOTAL.

\* Including Free Sheets. † Including Yellow Pages. Source: Advertising Association

THE battle between different sections of the media for a share of the British advertising cake intensified last year as advertisers switched their allegiance from press to television.

total press share of the advertising market fell by 1.4 percentage points to 64.5 per cent between 1980 and 1981. Television's share of the market, however, increased by 1.6 percentage points to 28.7 per cent.

—to reach £2,028m—while classified advertising (which includes job advertisements) rose by just 4.5 per cent from only £511m to £534m.

Consumer magazines also had a difficult time, with advertising up by just 4.2 per cent to £200m. In contrast, trade directories did well—up by over 18 per cent to £874m.

real growth with an increase of just over 11 per cent to £60m. Cinema advertising stayed the same at £12m, while poster and transport advertising rose by 7.5 per cent to £116m.

Ups and downs of advertising expenditure

David Churchill

COMPANY NOTICES

NOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDRs) IN FUJITEC CO., LTD. Further to our notice of March 18, 1982, EDR holders are informed that Fujitec Co., Ltd. has paid a dividend to holders of EDRs of ¥100 per share.

THE "SHELL" TRANSPORT AND TRADING COMPANY PLC Notice is hereby given that a balance of the register will be struck on Monday, 6th July, 1982 for the preparation of the half-yearly dividend payable on the SECOND PREFERENCE SHARES.

PERSONAL FACT NEARLY 30,000 NEW CASES A YEAR are diagnosed in this country alone. It is: DIABETES Join us — Help us Support us BRITISH DIABETIC ASSOCIATION 10 Queen Anne Street London W1M 0BD

ART GALLERIES RICHARD GREEN GALLERY, 4, New Bond St., London W1. 01-492 8427. RICHARD GREEN GALLERY, 4, New Bond St., London W1. 01-492 8427.

ENERGY INTERNATIONAL N.V. (Incorporated with Limited Liability in the Netherlands Antilles) Shareholders in the Fund are convened to attend the Annual General Meeting of the Company to be held on Monday 19th July, 1982 at 10.00 a.m. at the Picturaal 15, Willemstraat, Curacao, Netherlands Antilles.

THE TORONTO DOMINION BANK The Toronto Dominion Bank has appointed The Royal Trust Company, London, as Transfer Agent and Registrar for its capital stock, effective June 29, 1982.

CLUBS EVE has put out the others because of a policy of 100% value for money. Supper from 10.30-12.00 a.m. Disco and top musicians, panoramic bar, superb buffet, 150 seats, 180 sq. ft. of bar, 10-12.30. Close 30 June. Tel: 01-439 7242.

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COMPETITION ACT 1980 ANTI-COMPETITIVE PRACTICE INVESTIGATION LONDON ELECTRICITY BOARD Competition reference under section 5 of the Competition Act 1980 ("the Act") in relation to a course of conduct pursued by the London Electricity Board consisting in the acquisition of electrical goods, spare parts and ancillary goods.

INVESTIGATION BY THE MONOPOLIES AND MERGERS COMMISSION PROPOSED ACQUISITION OF ANDERSON STRATHDYNE PLC BY CHARTER CONSOLIDATED PLC On 3 June 1982 Lord Cockfield, Secretary of State for Trade, referred to the Monopolies and Mergers Commission for investigation and report under the provision of the Fair Trading Act 1973 the proposed acquisition of Anderson Strathdyne PLC by Charter Consolidated PLC.

CITY OF EDINBURGH 22nd June 1982. 15.82 to 14.82 at 12.50. Applications 21.50. 22.00 applications 22.50.

SCHOOL OF ORIENTAL AND AFRICAN STUDIES (University of London) EXTRAMURAL DIVISION announce INTENSIVE LANGUAGE COURSES FOR BUSINESSMEN 1982/83 ARABIC 1982: 13-17 September 13-17 December 1983: 16-22 April 18-22 July For complete brochure - Spoken language only Enquiries to: Graham Thomas, Assistant Organiser, Extramural Division School of Oriental and African Studies, Meist Street, London WC1E 7HP Tel: 01-457 2282 ext 678/694

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Thursday June 24 1982

BRITISH RAIL STRIKE THREAT

The NUR changes track to a militant line

By Philip Bassett, Labour Correspondent

A generation at risk

THIS WEEK'S unemployment figures were an uncomfortable reminder of the extent of the waste of human resources in the present recession. Some 3.06m are out of a job and a further 102,000 school leavers joined the unemployment register last month.

By upgrading their skills they may make way for others so that an unskilled worker is able to climb on to the bottom rung of the labour market. It is there that the problems of unemployment are most acute.

Objections The committee rejects the idea of grants payable to employers in the private sector and the nationalised industries on the grounds that it is impossible to be sure that the jobs would not have been created anyway.

Problems The implicit counter-argument in the report is that the likely level of unemployment in the foreseeable future may be socially intolerable and that the construction sector provides the opportunity to create the greatest number of jobs at the lowest real cost while resources stand idle.

Solutions The main thrust, according to the select committee, should be directed at people under 18. On social grounds this makes obvious sense and the young are likely to be more receptive to training than many of the long term, older unemployed who tend to be less adaptable.

Mitterrand warns Spain over EEC

FRANCE is blowing both hot and cold about the admission of Spain to the European Community. Mostly it is blowing cold.

Enhanced The General disliked the idea of British membership, whereas Mitterrand, in principle at least, does favour the admission of Spain. He shares the desire of the remaining members of the Community to do well by the young and struggling Spanish democracy.

But Mitterrand also has very mundane matters to consider. Spanish agriculture would present severe competition for farmers in southern France, and especially for the wine growers.

handedness towards farmers both Mediterranean and northern. But the direction must not be towards more over-production and greater subsidies. A better balance is required between contending regional interests and those within the CAP itself, and also between the needs of farming and of other industries.

Difficulties Spain may face similar disillusionments. Circumstances have altered since it decided to seek membership. The cost advantage that its industrialists hoped for in a common market have shrunk severely, and the market they sought in the Community has become more difficult.

Great though the difficulties are, they can and should be overcome. For that to happen the Community will have to put its own house in order. The interests of southern French farmers are no reason for excluding Spain. Rather, they reinforce the case for a reformed CAP.

BRITAIN'S railways are in a mess. From Monday, a strike is set to shut down British Rail. London Underground services have already been badly hit by strikes, and face a complete closure from Monday.

The right is now down to a hard core

of the left in the National Union of Railworkers, the largest union both in BR and London Transport — and for long regarded as a bastion of trade union moderation.

Immediately reason for the strikes is the cut in services which followed the Law Lords' judgment last December that LT could not subdivide its operations. Fares have gone up by nearly 100 per cent and passengers carried have fallen by 15 per cent.

SID WEIGHHELL, general secretary of the NUR, has for long jousted with the recently-retired and now ennobled Joe Gornley as the leading public voice of moderate trade unionism.

Nowhere was this better highlighted than in the strikes earlier this year by Aslef, when Mr Weighhell was openly critical of the train drivers' union for refusing to accept flexible rostering, as the NUR had done. His support was crucial to British Rail.

Top Grade? Lord Grade had plenty to celebrate yesterday. It was his 60th birthday, his wife's birthday, the anniversary of his peering—and last but not least, his accession to a new throne.

Counting the cost Some of the myths that have grown out of the mysteries of Swiss banking are exposed today with the publication of Nicholas Faith's book, Safety in Numbers.

Deer me Detroit brought you the family car. Newcastle brought you the venison burger. Made from the venison of wild deer, the burgers are

complication. The running of them will be in the hands of the union's annual general meeting, which convenes in Plymouth at the weekend. Under NUR rules the executive is suspended while the AGM is in session.

For example, in the past the left-wing—then dominated by the Communist Party—did not have the organisation to get support from the eight branches necessary for a vote change; the new left, armed with model resolutions in the style adopted by constituency campaigners in the Labour Party, can easily secure nominations from three or four times the necessary number.

As well as the growth of the left on the executive and at the AGM, the past two years have seen the rise of a new Broad Left in the NUR, grouping together left Labour supporters, Militant Tendency supporters, and members of

• The left will try to change the voting system, from the present arrangement of victory by a simple majority, to one based on the block votes of branches, which would give more power to the larger and left-dominated branches.

NUR numbers fell after the Beeching cuts in the mid-60s, from 254,687 in 1965 to their present level. BR was shedding staff then at a rapid rate; accordingly, it now has a large number of older workers, whose political and industrial attitudes tend to be moderate, but who are heading towards retirement.

able power in the union. Since taking office in 1975, Mr Weighhell too has been able to make agreements virtually alone with the confidence that his executive would support him.

Men & Matters

Apparently making rapid inroads into the fast food market. After a mere six months, John Fletcher, who started the veniburger business from his Reddie-hill deer farm already seems assured of a profitable future.

Australian Lamb That former Fleet Street trower, Sir Larry Lamb, one-time editor of the Sun in London, has returned to Rupert Murdoch's fold.

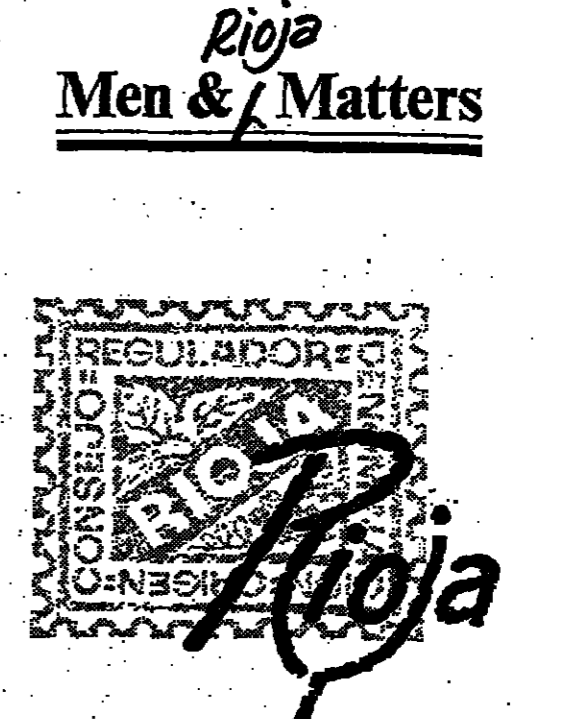
Traveller's tale Commuting into London is one way to make friends. I suppose it is a bit like it during the Blitz—taking the daily hazards together, sharing the miseries of British Rail's miscarriages.

Men & Matters

do what is startling is to find him taking such an excellent up-market product as the Australian, rather than group responsibility for, say, the Murdoch Aussie tabloids.

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For further information, The Rioja Wine Information Centre, 140 Cromwell Road, London SW7 4HA.

Observer

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ECONOMIC VIEWPOINT

An upside-down dollar crisis

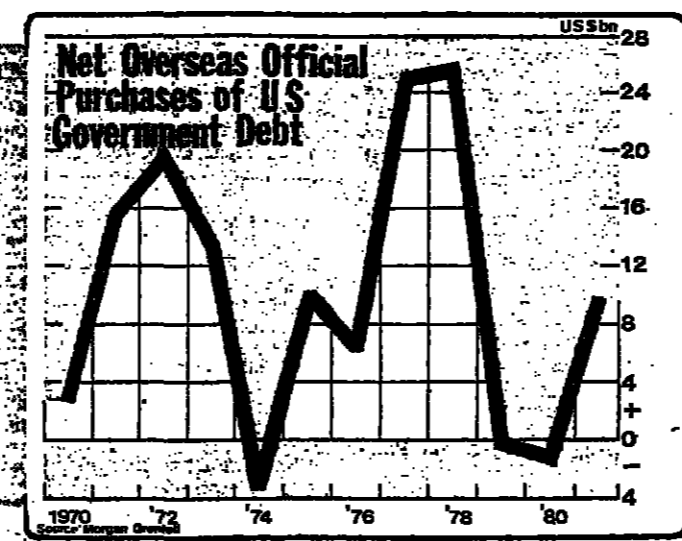
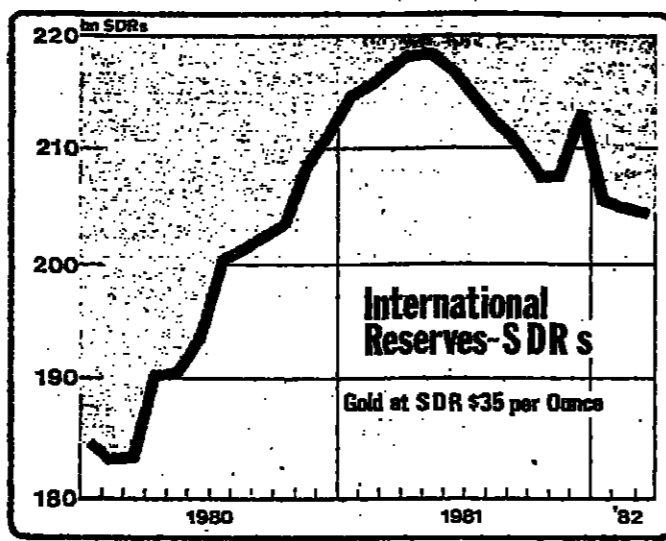
By Anthony Harris

ALAS, POOR Drysdale! If its bankers had been willing to carry its position for a few weeks more, this Wall Street investment concern would now be highly profitable instead of being spectacularly bust; and there can be no investment experience more bitter than going broke through taking the right view.

This may appear to be simply an ironic footnote to the present crisis of rising U.S. interest rates and a runaway dollar, but it is a good deal more than that: for it illustrates not only the volatility of markets, but the panicky confusion now reigning on the Street. The bankers allowed Drysdale to fail because they dared not form a judgment on the fundamentals.

Americans—apart from Dr Kaufman and, as will appear, at least one Governor of the Federal Reserve—are accustomed to think almost entirely in domestic and insular terms; and that is the root of a good deal of our present discontent.

To understand how these insular habits can destabilise the whole world, it is necessary only to think back a few years to the prelude to the Volcker revolution of October 1979. During the three-year run-up to that crisis the US domestic scene appeared relatively serene. Growth was rapid—the "Carter miracle," inflation fell and then rose but did not explode, the money supply was well behaved (its real growth was on average near zero, and never exceeded 2 1/2 per cent annually), and interest rates were blessedly low.



weak, and declined by more than 20 per cent. U.S. liquid liabilities overseas virtually doubled between 1976 and 1979.

The U.S. was widely and loudly accused, therefore, of exporting its problems. Foreign markets were flooded with liquidity, and the German and Swiss authorities were for a time obliged right off the path of monetary virtue. Open, suffering a rapid decline in its real revenues, was provoked into administering the second oil shock. Excessive U.S. credit expansion, in short, was causing world wide inflation.

In the years since the Volcker revolution, which imposed tight limits on the growth of U.S. bank reserves and thus their power to create liquidity, all these problems have been reimported. Measured by the external position, or the rate of inflation, the new policy has been an astounding success. The current account is in large surplus (though not the merchandise account), the dollar has rebounded to far above its starting point, and U.S. liabilities have melted like summer snow. World reserves in total have shrunk (and shrunk much faster than the IMF figures, if the collapse in the gold price is taken into account) and the Eurodollar market has seen a growth in terms of new credits extended.

the whole world; and yet the domestic money figures have persistently tended to overshoot, the Federal deficit has risen steeply—largely because the high interest rates involved in the new policy—and government financing is Wall Street's living nightmare. These, you might think, are all the problems that should have arisen in the days of excessive ease up to 1979; what has caused this belated return to the roots?

A large part, at least, of the answer lies in the behaviour of foreign central banks, for they are substantial participants in the market for U.S. government debt. When the dollar is weak, and they are acquiring reserves, they are large buyers, and U.S. Treasury financing becomes effortless; when the dollar is strong, and they are supporting their currencies, they sell U.S. Treasury securities, adding to Wall Street's burdens.

As the chart shows, the swings in the past have been large. There is little doubt that this year, and especially this summer (as in the third quarter of 1981) foreign official holders have been large net sellers on a scale not shown on the chart; and in the last week or two, in deference to the Versailles summit, the U.S. authorities have also had to borrow dollars to throw at the currency markets.

a strong dollar, they supply dollars to private holders, and it might be thought that this flow would sustain the markets. However the private holders are not natural bond buyers. They are often corporate treasurers, who now operate on a vast scale as my colleague David Marsh has pointed out in the Financial Times recently. They prefer more liquid bank and money market instruments.

Hence the intervention tends both to add to the flow of government securities on offer on Wall Street and to inflate the U.S. money supply, a double source of demoralisation. The vultures coming home to roost in Wall Street may thus be identified as reserves exported in the lax days of the 1970s. The results of these events in Wall Street are the more demoralising because they are so little understood. Only Dr Kaufman regularly seems to draw attention to the importance of foreign demand for U.S. government securities. Other investors remain hypnotised with domestic tales of "crowding out," and are further demoralised when action to check the growth of the Federal deficit does nothing to revive the market.

I have experienced these domestic obsessions at first hand; on a recent visit, my efforts to explain the international dimension were met with blank incredulity. "What have you been telling them?" a Fed governor asked me afterwards. "Oh, just that a strong dollar is bad for the bond market." "Of course it is," he said. "Don't they even understand that?"

castor of whether policy is tight or lax. One alternative would be to target domestic credit expansion—the DCE rule of our own days of IMF tutelage. This is a kind of monetary shadow of a gold standard, and takes automatic account of the foreign sector. This would no doubt be favoured by the monetary officials of the IMF (and for that matter of the European monetary system), as well as by such market observers as the Bank Credit Analyst.

An alternative would be to target the value rather than the quantity of money, as the Wall Street Journal itself proposes. This thought lies behind the revived interest in a gold standard or a commodity standard—a stable dollar as the cornerstone of a new Bretton Woods.

This is a seductive concept, but seems to bristle with operational difficulties—redistributing gold around the world, or finding some other reliable yet instant measure of the value of the dollar; and there is something to be said too for Treasury Secretary Regan's apparently naive proposal to develop a policy about interest rates themselves. Just as we once re-learned that money does matter, so it may turn out for interest rates.

It is not just that current levels of real interest rates threaten catastrophe; the remedy might still lie elsewhere. There is also growing evidence that volatile money rates produce an inherently unstable system—that is, the higher they rise, the higher they tend to stay. We have examined this mechanism in the currency markets; similar effects can be seen in fiscal policy, where high rates cause high deficits and probably also in savings behaviour, where high rates reduce the need to save and thus the flow of investment funds.

Lombard The skills of a snooker player

By Michael Dixon

"WHAT?" gasped the press-relations officer at the recent Embassy World Professional Snooker Championships. She had apparently not been expecting a reporter to ask for a list of the educational qualifications of the 32 players taking part in the competition's final stages.

I was asking because when watching the players on television the previous night I had realised that they were exercising a highly intelligent skill. Success in snooker requires accurate judgment of which shot, in the light of the player's own and the opponent's immediate psychological and physical state, offers the best chance of achieving a double aim. It is to pot a ball and go on to pot another while taking the minimum risk of accidentally letting in the opposition. I wished to find out how the professional snooker-players' kind of skill relates to the academic examination passes which most employers take as a yardstick of human intelligence.

Would we then expect the snooker players to achieve a higher quality of performance? Moreover evidence is beginning to appear that academic exam passes are of little relevance even to work of a high managerial kind. Examination success is determined mainly by the ability to give intellectual explanations of how things are done. But Dr Donald Broadbent, of the Department of Experimental Psychology at Oxford, has been testing people's practical success in controlling large-scale systems, such as a complex model of a national economy. He has found that ability to manage the systems is only weakly related to ability to answer questions about how it is done.

It seems possible therefore that like snooker-playing, most intelligent skills required by the economy and society are of the kind which Professor Gilbert Ryle characterised as "knowing how" so as to distinguish them from the "knowing that" associated with academic study. And he added: "We learn how by practice, schooled indeed by criticism and example, but often quite unaided by any lessons in the theory."

If so, Britain and other countries may be mistaken in trying to teach occupational skills in educational institutions away from the workplace. The traditional apprenticeship could well be a better basis for training after all.

Performance

Credentials

Practice

Letters to the Editor

Railways, strikes and the long-term solution

From Mr R. Bonwit Sir,—The disputes on the railways and London Underground are cases of the shortsighted leading the blind. The real point at issue is the proportion of surplus income from North Sea oil during the next 15 years to be devoted to the permanent improvement of our transport infrastructure and to a long-term programme of replacing fuel oil by electric traction in important sectors of transport.

An additional factor to be taken into urgent consideration is the age composition of our public transport labour force. In less than 15 years a high proportion of our train drivers and other operational staff will be due to retire but new recruits are not forthcoming in adequate numbers at the existing unattractive wage levels. It has been suggested that some of the supernumerary drivers' assistants are in reality future replacements kept in reserve while undergoing an extended training period. Very soon the problem facing British Rail will not be what to do with its drivers but where to find enough of them to keep the trains running.

Vegetable rights

From Mr R. Day Sir,—I cannot let Robin Lane Fox's comments of June 16 go unchallenged. Is the Gardens Today feature really the place for Mr Fox to confess his vegetable guilt? Should he not promote an apparent catholic gardening taste even though his secret preference may be for more specialised subjects? If the criteria for home gardening were solely based on economic factors should not everyone cease cultivation of any sort and opt for concrete suitably endowed with plastic daffodils and artificial lawns? I was not aware that garden chemicals and fertilizers for flowers and shrubs were any less dear than those for vegetables. Furthermore does the cost of a packet of vegetable seeds yield a poorer return than the several pounds that may be expended on bedding plants, shrubs and the like? This judgment can never be resolved for it remains the privilege of the buyer to decide the worth of his purchase related to his particular interest and expectations.

Standards of living

From Professor R. Brech Sir,—I should like to take your Economics Correspondent Max Wilkinson (June 17) to task for his comment about living standards starting to rise once more in Britain. He claimed that "the change is of great psychological importance to the Government, but not I think in the long run economic consequences." (Professor R. J. Brech, The Guild House, 32, Worpole Road, Wimbledon, SW19.)

Health workers can get allowances

From the Government Division Manager, John Hoskyns and Co Sir,—Leaving aside comment on the rights and wrongs of Mary McDermott's income (June 17) as one of Britain's health workers, she seems to be missing a trick. Like many country, she apparently receives no rent allowance or rate rebate. Perhaps she believes she is not entitled to it, as a private sector house occupier. She ought to be able to assess her eligibility for these benefits. She could do so using the benefit inquiry station that my company provides to local authorities who administer the rent and rate benefit distribution of public funds.

Steps towards peace

From Mr W. Wilson Sir,—From his School of Peace Studies in the University of Bradford Dr Rogers (June 22) engages ten column inches of your space in demonstrating British enfeeblement in the battle of the Falklands and three lines to the long-term solution to the basic problem—in short, we should negotiate. Apparently his daily round in cloistered quiet has not led him to the view that battles are usually won by those with superior morale, tactics, forces and weapons—and that losses, sadly, always occur. Nor is he aware that the patient negotiations that have already taken place. And apparently, despite all he says, he does not understand that negotiations involve two parties each willing to move towards the viewpoint of each other.

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Companies and Markets

UK COMPANY NEWS

## FNFC falls £3m at interim stage

WITH each division suffering a downturn, taxable profits of First National Finance Corporation showed a £3m shortfall in the half year to April 30 1982. This left the result at £4.58m, compared with £7.63m for the corresponding period and £16.51m for the last full year. Prior to April 8 1982, when a reorganisation took place, the cost of holding the investment in the consumer credit division was borne by the lending and property divisions. It is now borne by First National Securities (Holdings). Exceptional costs of £290,000 refer to reorganisation expenses including capital duty on increases in the share capital of subsidiaries. They were charged in arriving at pre-tax profits.

There was a tax credit of £23,000 (£31,000 charge) for the six months, leaving net profits at £4.71m (£7.63m) which reduced the company's net deficiency for shareholders to £5.37m (£11.05m on October 31 1981). Earnings per 10p share fell to 3.8p (6.2p).

The contribution from lending and property dropped from £3.18m to £1.79m and the directors say that from this division continue to be of an irregular nature, no forecast can be made as to the outcome of the full year.

Profits of the consumer credit division, which fell from £4.51m to £2.22m before net expenditure of £329,000 by FNS, were affected by lower margins as a result of competitor pressure coupled with the need to make further provisions against losses on the continued weakness of the vehicle finance market. However, the directors expect the second half result to show an improvement over that of the first.

## Anglia TV climbs £0.4m at six months

FOLLOWING THE chairman's prediction in April of bright prospects, Anglia Television Group reports pre-tax profits ahead from £2.1m to £2.51m for the six months to April 30 1982, on turnover of £20.46m, compared with £16.91m.

The interim dividend is being stepped up from 2.5p to 2.5p plus 25p share - last year payments totalled 6p and pre-tax profits came to £4.71m (£4.66m).

Stated earnings per share were down from 11.02p to 10.15p, after a higher tax charge of £1.5m (£0.95m).

The company explains that because of the possible withdrawal of 100 per cent capital allowances on certain programme expenditure and a lower forecast level of capital expenditure after completion of the Anglia House development, the effective rate of tax anticipated for the current year is substantially higher than that incurred for the year ended October 31 1981.

Proposals were announced in the Budget earlier this year which would withdraw capital allowances on certain production expenditure. Draft clauses for the Finance Bill have recently been published, which indicate that transitional provisions will be available extending the benefit of capital allowances for the two years ending March 31 1984.

The proposals as drafted will result in an increased level of tax. These proposals are not yet law and may be modified. But if the proposals are enacted and there is no extension of the transitional provisions, a liability to corporation tax of about £1.8m will arise in the years up to and including the 12 months ended October 31 1981. Of this prospective liability, £225,000 had been provided as deferred tax at October 31 1981.

The mid-year pre-tax profits were after charging Channel 4 subscription of £850,000 (nil) and Exchange Levy of £315,000 (£1.35m), but included associates' contributions of £223,000 (£217,000).

An extraordinary credit of £229,000 this time comprised profits on the disposal of certain investments by an associated company.

Advertising revenue rose by 18 per cent in the period, and Anglia claims to be winning market share in its region, at the expense of other advertising media. And there has been no change in the overall cash requirement for Channel Four, thanks to a sharp offsetting fall in the existing levy. The new channel will not only be almost costless for Anglia, but could prove an important market for the company's quality TV programmes. However the screen is not completely carefree. Under proposals in the last budget the company could find itself forced to pay out £1.8m in crystallised corporation tax, as it loses investment allowances created by programme-making in past years. The shares rose 3p to close at 139p and yield 7.7 per cent.

## Hicking Pentecost down 37% and cuts payout

THE FALL in consumer demand because of the recession and the severe winter weather during the important Christmas trading period, at Ernest Jones (Jewellers) affected turnover for the six months to March 27 1982, according to Mr E. Weinstein, chairman.

Pre-tax profits were almost halved at £585,000 against £1,020,000 in the year to March 31 1981. The interim dividend has been held at 1.4p net. Last year a total of 3.9p was paid from pre-tax profits of £1.11m on turnover of £10.99m.

The directors say that steps taken to improve further on efficiency and stock rationalisation have been successful. They say the group is well placed to benefit immediately from any upturn in the economy.

New branches were opened at Southampton and Fareham during the period under review. Since then, branches have also opened at York and Bolton. The directors say these branches are producing encouraging turnover. Tax took £305,000 (£361,000).

Profit before tax at Hicking Pentecost, textile maker and commission dyer, was over a third lower for the year to March 31 1982, falling from £304,000 to £191,000 on turnover up from £11.35m to £12.5m. Profit halved was £130,000 against £127,000.

The main factor for the full year downturn was a loss of £285,000 (£91,000) in the dyeing division. Knitted outerwear brought an increased profit of £478,000, up from £395,000.

A final dividend of 2p net per share, half the last year's total of 4p (5p). Earnings per 50p share are given as 6.27p, down from 7.01p.

Mr A. J. Pentecost, chairman, notes that turnover in the knitwear division has risen by 27 per cent, profit by 100 per cent, and export sales by 35 per cent, despite difficult trading conditions.

The division has continued to develop exports and expanded into several new markets. Investment in new machinery and technology is almost halving, diversifying the product range and improving efficiency.

Ernest Jones downturn

New Zealand coal venture

TWO JAPANESE companies, Mitsui Mining Overseas and Kanemitsu-Gosha, are joined by New Zealand Forest Products in a consortium to develop a 2m tonne coal mining venture in New Zealand.

Mr William Birch, Energy Minister, said the companies would carry out a feasibility study in conjunction with the Government-controlled State Coal Mines into the mining and export of steaming coal from Greymouth, on the west coast of South Island.

Preliminary results are expected within two years, Mr Birch said.

Hicking Pentecost down 37% and cuts payout

Losses continue at E. Austin

Losses continued in the second half at E. Austin and Sons. A pre-tax deficit of £95,000 was recorded for the year to March 31 1982 after a £2,000 loss at six months and a £93,000 profit in the previous year. Turnover rose from £5.72m to £6.33m.

The group's activities are in materials handling and warehousing, cleaning materials and oil. It was formerly E. Austin and Sons (London).

A reduced final dividend of 1.425p net per share (0.8875p) brings the total to 0.85p, down from 1.3125p. Deficit per 25p share is given as 0.21p, against earnings of 1.49p.

Sterling Industries down

TURNOVER of light engineering group, Sterling Industries, rose slightly from £4.97m to £5.17m for the year ended March 31 1982 but pre-tax profits, excluding results of 50.5 per cent owned Crevkerne Investments, fell from £549,000 to £495,000.

At halfway, the company reported a reduction in taxable profits from £431,000 to £168,000 and said second-half results were not expected to show an improvement on those of the first six months. In the event, some lost ground was made up.

Tax for the year took £100,000 (£198,000) but including last year a tax credit of £669,000 on stock relief released the net balance came to £268,000, compared with £1,020,000. Share of profits of Crevkerne Investments added £204,000 (£182,000) leaving the available surplus at £265,000.

Earnings per 25p share were 2.74p. This compares with 2.575p excluding the tax credit and 5.921p including the same. The final dividend is stepped up from 1.2p to 1.5p net for a total payment of 7.5p (6.5p) per share. Dividends absorb £369,600 (£349,600).

In current cost terms, there was a pre-tax profit of £13,000 (£22,000 loss).

Hicking Pentecost down 37% and cuts payout

WOLSELEY-HUGHES

At an extraordinary general meeting of Wolseley-Hughes the resolution to approve the acquisition of Ferguson Enterprises and the associated placing of 2m new ordinary shares in Wolseley-Hughes was duly passed. The acquisition of Ferguson has therefore been completed and the placing has become unconditional.

Also, the resolution approving the conditional contract for the sale of Benson Heating was passed. The sale of Benson has therefore been completed. Consequently upon the sale, Mr J. V. T. Wheeler has resigned as a director of Wolseley-Hughes and those subsidiaries of which he is a director.

PRIVREDNA BANKA ZAGREB

FLOATING RATE NOTES

DUE 1986

In accordance with the conditions of the Notes, notice is hereby given that for the six-month period June 24th 1982 to December 24th 1982 (183 days) the Notes will carry an interest rate of 17 1/2%.

Relevant interest payments will be as follows:

Notes of US\$1,000 US\$87.69 per coupon

CREDIT LYONNAIS (London Branch)

Agent Bank

Losses continue at E. Austin

WOLSELEY-HUGHES

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Scandinavian Finance B.V.

(Incorporated in the Netherlands with limited liability)

£20,000,000

Sterling Floating Rate Notes 1990

Guaranteed on a subordinated basis by

Scandinavian Bank Limited

(Incorporated in Great Britain with limited liability)

For the three months

23rd June, 1982 to 23rd September, 1982

In accordance with the provisions of the Note, notice is hereby given that the rate of interest has been fixed at 13 1/2% per cent and that the interest payable on the relevant interest payment date, 23rd September, 1982 against Coupon No. 9 will be £33.87.

Agent Bank:

Morgan Guaranty Trust Company

London

Powell Duffryn

Group results for the year ended 31st March 1982.

	1982	1981
	£'000	£'000
Turnover .....	586,584	511,859
Trading profit .....	19,138	18,834
Profit before taxation .....	12,505	14,005
Profit after taxation .....	10,009	11,517
Profit attributable to ordinary shareholders .....	9,461	10,655
Earnings per share .....	31.8p	36.8p
Dividends per share .....	14.25p	14.25p

Powell Duffryn is an industrial holding company with subsidiaries engaged in engineering, distribution and transportation, principally related to the energy, shipping, chemical and construction industries.

## Petbow back in profit: dividend restored

AS EXPECTED, Petbow Holdings returned to the black for the 12 months to March 31 1982 and the group is restoring ordinary dividends after an absence of two-and-a-half years.

At the pre-tax level profits amounted at £173,000, compared with a previous deficit of £948,000, on turnover £11.69m higher at £29.95m.

The group, which makes generating and welding sets, and already reduced its losses from £582,000 to £82,000 by the mid-way stage and in his interim statement Mr James Bird, the chairman, said he expected an overall profit for the full year and that he hoped for a return to the dividend lists.

In recommending a payment of 1p net for the year he says there are grounds for believing that the improvement will continue in the coming year and that on the basis of current trends, a return to regular interim and final dividends is anticipated.

Mr Bird says the group made significant progress over the year and that the results reflect a continuation of the recovery programme, of eradicating operating losses, increasing utilisation of production resources, improving marketing position and returning to a pattern of growth.

He points out that although sales were a record after two poor years, this was achieved at the expense of some profit margins.

Tax for the year took £41,000 (£611,000 credit) leaving an attributable profit of £134,000 (£337,000 loss).

Stated earnings per 10p share were 0.17p (8.35p loss). On a CCA basis there was a pre-tax loss of £664,000 (£1.89m).

Tootal ahead in first four months

Results for the first four months of the year are substantially better than for the same period last year, said Mr Alan Wagstaff, chairman of Tootal Group, at the annual meeting.

The benefits of the rationalisation programme last year were beginning to show through, he said. Trading conditions had not improved in the UK and had deteriorated in the U.S. and South Africa.

He was still not able to give positive news of the disposal of the Australian associate, Bradmill Industries, which shareholders approved last December and the Bradmill shareholders approved in March. The Australian authorities have opposed the transaction. "We should be able to make a further statement in the near future," he said.

It was announced recently that the central administration of the group's international thread activities was being transferred to the U.S. The American thread subsidiary is much the largest of the group's thread operations.

Bell & Sime deeper in red

THE YEAR ended May 1 1982 saw Bell & Sime, timber importer and sawmill, move deeper into the red. Pre-tax loss was £303,000, compared with £242,000 and £12,000 after six months.

Turnover was slightly ahead at £4.38m, against £4.38m.

A repeated final dividend of 2.5p net per share makes a same-again total of 4.25p. Losses per 25p share are given as 73.46p, against earnings of 34.27p.

The pre-tax loss was struck after depreciation of £2,000 (£34,000) and interest payments of £171,000 (£202,000). There was a tax credit of £11,000 (£281,000 credit). On a CCA basis, the pre-tax loss was £320,000 (£261,000).

Mav & Hassell has acquired 15,000 more Bell & Sime ordinary shares (3.75 per cent) and now holds 72,350 (18.0675 per cent).

## Boustead plc

Boustead plc is an international trading group with activities including engineering, manufacturing, marketing and distribution, commodity broking and a range of management and specialist services. The Group's extensive trading experience enables it to employ its management and financial resources to the fullest, in identifying opportunities for internal growth and broadening its base through acquisitions.

The Group's centres of operation are in the United Kingdom, Singapore and Australasia, through which it has interests in other areas, including Europe, Hong Kong and the United States of America.

### EXTRACTS FROM THE CHAIRMAN'S STATEMENT

- The continuing difficult trading conditions result from worldwide recession. There are hopeful signs however in certain areas of our business.
- In the UK there was a substantial improvement in the second half of the year from all our companies and in particular from specialist manufacturer, King Trailers. Metal and soft commodity operations did well.
- The Boustead Singapore Group recorded an overall reduction of 31%, this being principally due to the Australian subsidiary.
- Our Singapore trading and shipping subsidiaries achieved encouraging results in the face of increasing competition.
- Our last remaining estate in Malaysia, Taiping Plantation was sold, the proceeds largely placed on deposit in the UK with a consequent improvement in investment income.

	1981	1980
	£'000	£'000
Turnover	44,446	38,225
Profit before taxation	1,421	2,137
Profit attributable to shareholders	861	649
Shareholders' equity	12,245	10,775
Earnings per share:		
Net basis	1.32p	2.22p
Nil basis	1.32p	2.77p
Dividend payable	1.25p	1.25p
Dividend cover (times)	1.0	1.8
Return on average capital employed(%)	8.0	14.3
Net tangible assets per share share	52.8p	44.2p



A copy of the annual report can be obtained from The Secretary, Boustead plc, 14/15 Conduit Street, London W1R 9TG.

## NATIONAL EMPLOYERS LIFE GROUP OF COMPANIES

Points from the Statement by the Chairman Mr. W.H. Conroy

- In a difficult trading year the NEL Group has more than held its ground and in a number of areas made considerable progress.
- Long term funds - now exceed £200 million
  - Premium income - up 17.5%
  - Investment income - 22% increase
  - Reversionary bonus - raised to £4.50%
- The Board expresses its appreciation to NEL's brokers and agents for their valuable support, which has made what might have been a very difficult year one of solid progress.
- Copies of the Report and Accounts are available on request from the
- Head Office, National Employers Life Assurance Company Limited, Milton Court, Dorking, Surrey RH4 3LZ.



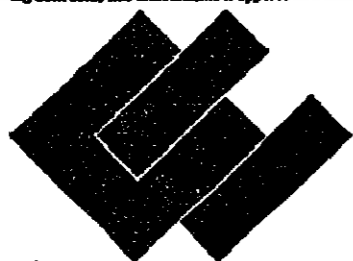
FTB have identified 14 guidelines to help you improve your financial communications.

Phone Alex Hurst, FTB's Chief Executive, on 01-405 8733 and make an appointment to see our unique 60 minute presentation.

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All the notes being sold, this announcement appears as a matter of record only.

JUNE 20, 1982



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BANK OF AMERICA INTERNATIONAL LIMITED, BANQUE DE PARIS ET DES PAYS-BAS

CAISSE DES DÉPÔTS ET CONSIGNATIONS, CHASEMANHATTAN CAPITAL MARKETS GROUP

CREDIT SUISSE FIRST BOSTON LIMITED, GULF INTERNATIONAL BANK B.S.C.

KIDDER PEABODY INTERNATIONAL LIMITED, KUWAIT INVESTMENT COMPANY (S.A.K.)

MERRILL LYNCH INTERNATIONAL & CO., MITSUBISHI BANK (EUROPE) S.A.

NOMURA INTERNATIONAL LIMITED, ORION ROYAL BANK LIMITED

SAUDI INTERNATIONAL BANK, SUMITOMO TRUST INTERNATIONAL LIMITED

SWISS BANK CORPORATION INTERNATIONAL LIMITED

- List of various international banks and financial institutions including Albi Bank of Kuwait, Andbank A/S, BNP Paribas, etc.

Companies and Markets

UK COMPANY NEWS

Thos. Ward pushes up profits to £11.6m

THE BULK of the increase in pre-tax profits from £7.5m to £11.6m at Thos. W. Ward came £11.6m for the half-year to March 31 1982 at Thos. W. Ward came from cement, say the directors. The company's increased holding in Tunnel also contributed £1.2m.

Turnover of this company which trades in industrial materials and is 99 per cent owned by the public, reported a sharp rise from £134.4m to £172.8m. Ketton Portland Cement and the associate Ribblesdale Cement raised their tonnage sales over the same period of the previous year, say the directors. The interest cost of financing the increased stake in Tunnel was about £1.1m.

The volumes and prices of carbon scrap improved during the period and benefit was also gained from previous cost cutting work. The directors are not recommending the payment of an interim dividend at present shareholders not electing to receive cash will receive interest on the RTZ converted unsecured loan stock accruing from February 15 1982. Earnings per 25p share were up as rising from 8.4p to 16.4p. Pre-tax profits were struck after interest charges of £700,000, against a previous credit of £100,000.

Rio Tinto-Zinc Corporation has informed shareholders of an offer to acquire the 1 per cent of Ward's share capital which it does not already own. The offer is, for each Ward share, a 35p normal of RTZ 94 per cent convertible unsecured loan stock 1985-2000, or 225p in cash. This is the time as RTZ's increased offer of January 12.

Polly Peck over £3m at midyear

THE CONFIDENCE expressed by the directors of Polly Peck (Holdings) Ltd last October of substantial increases in turnover, profits and dividends for the current year has shown through at the mid-year stage. Pre-tax profits for the half year to February 28 1982 soared to £3.06m, compared with just £1.70m in the five and a half months to August 31 1981—the group's last preliminary accounting period covered 17 months. The directors say trading in the second half is continuing at a satisfactory level and point out that the first half is seasonally the less important period.

A net interim dividend of 6.3p per 5p share is being paid—payment of the full year will be assessed "in the light of encouraging trading results being achieved." For the preceding 17 months dividends totalling 5.2p were paid. Six months' turnover of the group, a manufacturer and distributor of ladies' clothing and corrugated cartons and boxes, jumped from £502,143 to £7.74m. Tax took £1.50m (£3.125) and after interim dividend payments of £274,123 (£7,292) retained profits came through at £1.18m, against £7.25m in the previous year. Mr Asil Nadir, the chairman, says the results reflect the group's continuing success, pointing out that the year were achieved despite unfavourable exchange rate fluctuations. He says that since the end of August last year a number of steps have been taken to expand the group's main operations, including the Cyprus subsidiary which makes corrugated cartons and boxes, has acquired additional land at Famagusta where a second production line should be operational early in the new financial year which will enable box making activities to be doubled.

Mr Nadir says substantial orders have been received for industrial as well as agricultural packaging which will improve production continuity and reduce seasonal fluctuations. Other steps included the construction of two packing houses in the major citrus growing areas of northern Cyprus. Both will be in operation at the beginning of the 1982-83 financial year. In addition two packing houses are being established in Turkey which, the chairman says, is a substantial production of agricultural products for which there are ready markets in a wide number of countries.

Demand for Uni-pac's packaging products is confident and the directors are confident of substantial growth based upon the planned increase in capacity. Given the much better returns on capital invested in packaging, agriculture and related businesses, development will be concentrated in these areas. The directors look to future years with "great confidence". Restro Investments, which holds 40.3 per cent of the group capital, is waiving its entitlement to the interim dividend.

Fully Peck is proving the sceptics wrong. Mr Nadir's plans to turn a moribund East End rag trade outfit into a major force in packaging are unambiguously achieving success. With half-time figures like these and the second half earlier outside forecasts of £10m pre-tax for the year, which had seemed a little enthusiastic when first mooted, are today looking quite realistic. Now plans are afoot to double the group's manufacturing capacity by next year. Naturally a little caution is fostered when a company comes up from nothing so quickly and the price does bounce around a bit. Even so, at 342p, a fully taxed prospective price of 50p is perhaps overdoing the caution. And if Polly Peck makes £10m the gross dividend might be worth around 25p a share for a yield of 7.4 per cent.

UK ECONOMIC INDICATORS

Table with columns: ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output, retail sales volume, registered unemployment, etc. Rows for 1981 and 1982 quarterly data.

Table with columns: OUTPUT—By market sector, consumer goods, investment goods, metal manufacture, etc. Rows for 1981 and 1982 quarterly data.

Table with columns: EXTERNAL TRADE—Indices of export and import volume, export import volume balance, etc. Rows for 1980 and 1981 quarterly data.

Table with columns: FINANCIAL—Money supply M1 and sterling M3, bank advances, domestic credit expansion, etc. Rows for 1981 quarterly data.

Table with columns: INFLATION—Indices of earnings, basic materials and fuels, wholesale prices, etc. Rows for 1981 and 1982 quarterly data.

Table with columns: Silentnight sees mid-term shortfall, London & Associated at £159,000. Text descriptions of company performance.

Table with columns: RESULTS AND ACCOUNTS IN BRIEF. Summary of financial results for various companies.

Table with columns: SPAIN. Financial data for various Spanish companies.

Table with columns: HELLENIC AND GENERAL SLIPS. Financial data for Hellenic and General companies.

Table with columns: DAWSON INTERNATIONAL. Financial data for Dawson International.

EDITH plc

At the Annual General Meeting on 23 June, the name of Estate Duties Investment Trust plc was changed to EDITH plc.

Resolutions were also passed declaring a final dividend of 1.5p net per share, making a maintained total of 2.3p on a share capital increased by last year's 1-for-25 capitalisation issue, and approving a further 1-for-25 capitalisation issue for the year.

Net Revenue before Taxation rose from £3,197,000 to £3,268,000 in the year to 31 March 1982. In his Chairman's Statement published with the Annual Report and Accounts Viscount Caldecote said:

"Your directors have a policy of investing selectively in those newer industries which are likely to show sustained growth in the years ahead, and EDITH is well placed to find such investments through its relationship with the Finance for Industry group. The classification of investments at the end of this year's Report and Accounts shows as a result a continuation of a trend towards service industries and electronics, and away from construction, clothing, printing and publishing."

EDITH, an approved Investment Trust managed by ICFC, purchases minority stakes in unlisted companies, enabling shareholders to raise sufficient cash to meet tax and other personal liabilities without having to sell control.

EDITH logo and contact information: 91 Watlington Road, London SE1 8XP. Telephone: 01-928 7822.

CHEMICAL BANK through Chemical International Finance Ltd. and The All-States Group are pleased to announce the opening of CHEMICAL ALL-STATES LIMITED a joint venture Merchant Bank in Australia. June 1, 1982

Globe Inv. rises and pays more

ATTRIBUTABLE earnings of Globe Investment Trust rose from £12.7m to £13.16m for the year ended March 31 1982 after tax of £8.84m, compared with £9.96m and minorities last time of £688,000. The dividend is being stepped up to 7.5p net, against 7.5p, by a final of 4.35p. Gross revenue of the investment trust was ahead at £24,94m (£23.3m) but turnover of the subsidiary slipped from £23.25m to £22.29m. Pre-tax profits of the investment trust totalled £17.79m (£17.8m).

Gresham House back in the black

A sharp turnaround from after-tax losses of £143,000 to profits of £510,000 was shown by Gresham House Estate Company investment trust, for 1981. Last time there was an exceptional deficit of £750,000. The second interim has been declared at 2.6p net which raises the net total from 3.65p to 4p. Earnings per 25p share are given as 6.6p against previous losses of 8.1p. At half-time the after-tax result was down from £270,000 to £255,000. Tax took more at £190,000 (£50,000). Minorities amounted to £238,000 (£189,000). In 1980, there was an extraordinary credit of £489,000.

Yearlings total £14.3m

Yearling bonds totalling £14.25m at 131 per cent redeemable on June 29 1983 have been issued this week by the following local authorities: Highland RC; St Helens Metropolitan BC; £0.5m; Salford (City of) £0.5m; West Dorset DC £0.5m; Wrexham (The District of) £0.5m; Doncaster Metropolitan BC £1m; South Tyneside (Borough of) £0.5m; Swansea (Council of) £1m; Chesterfield (Borough of) £0.5m; Glasgow (The City of) DC £1.5m; Bristol (City of) £1.5m; Inverness DC £0.75m; Solihull (Metropolitan Borough of) £0.5m; West Yorkshire Metropolitan CC £0.5m; Dudley Metropolitan BC £0.5m; Wirral BC £1m; Sheffield (City of) £2m. Rother DC has issued £0.75m of 14 per cent bonds at par for redemption on June 17 1987.

Hellenic and General slips

Pre-tax revenue of Hellenic and General Trust, a subsidiary of Hambros, fell back to £1.77m for the year to March 31 1982 compared with £1.62m previously. Tax took £749,231, against £784,661, but extraordinary credits leapt from £18,984 to £3.2m.

Table with columns: SPAIN. Financial data for various Spanish companies including Banco Bilbao, Banco Central, Banco Exterior, etc.

Recovery at A. Lee maintained halfway

THE IMPROVING trend at Arthur Lee & Sons in the second half of 1980-81 was maintained through the first six months of the current year when profits of £522,000 pre-tax were returned, against losses in the comparative period of £2.65m. The directors revealed in December that management accounts showed the group was trading profitably—losses for the volume terms full year totalled £3.19m. They warn now, however, that demand for the group's products (steel bars, strip and wire rope) is still not strong and that they feel the situation has been worsened by a further bout of de-stocking following price rises implemented earlier this year by the steelmakers, which the group in turn had to pass on to its own customers. Although it is hoped this destocking phase will not last long the directors do not expect a return to normal in actual steel consumption for some time. They say it is necessary to reduce costs further and to support only those operations which can earn a worthwhile return in the future. However, in the light of the improved first half performance, covering the six months to March 31 1982, the directors have declared a net interim dividend of 0.3p (nil) per 12 1/2p share—a final of 0.44p was paid previously. Mid-year stated earnings per share were 1.54p (4.03p loss). Half year turnover rose from £23.92m to £31.88m, an increase of 33 per cent. This partly reflected the effects of price increases but to a greater degree stemmed from a recovery in volume terms from the depressing low levels of business which were available the previous year. The pre-tax surplus included much-reduced associate losses of £17,000 (£118,000) following a reduction in the group's investment from 50 per cent to 20 per cent in Alton Steel Rods. There was a tax charge this time of £44,000 (£1.29m credit) but minorities were eliminated (£213,000) by an acquisition by the group of the 45 per cent shareholding in Lee Bright Bars. Although there were no extraordinary items in actual terms (£100,000) the directors point out that steps are under way to reduce the workforce engaged in the production of mild and carbon steel. The net cost of redundancies associated with this action is expected to be in the region of £400,000 for which no provision has yet been made.

Nottingham Brick profit drops to £32,000 midway

ALTHOUGH profit before tax at Nottingham Brick dropped by almost two thirds, from £91,000 to £32,000, in the six months to March 31 1982, the directors note that the marked improvement in demand in recent weeks creates the environment for a better second-half profit. Turnover was lower at £1.83m (£1.99m) for this brick maker, reflecting the low level of activity in the building industry in winter, exacerbated by severe weather at the turn of the year. The interim dividend is held at 2p net per share. Last year's loss of 1.6p was net of a pre-tax profit of £294,000. Stated earnings per 50p share were 1.3p (3.8p). Trading profit was £127,000 (£168,000). Interest payments took £96,000 (£74,000). There was again no tax charge. Despite these "disappointing" results, the directors hope the final results for the year will be comparable with last year's, enabling the total dividend to be repeated. They see encouraging signs: the company's two factories are maintaining full production and their stock levels are reducing, although the year still substantial stocks of bricks throughout the country. Second-half profit will depend on the rate of recovery in the industry as a whole. Considerable medium-term financial benefit is expected from tipping rights at Nottingham and Maltby, where applications have been made in connection with the filling and restoration of the worked-out parts of the quarries.

RESULTS AND ACCOUNTS IN BRIEF

DEBITED STAMMING (forgings, castings, electrical surface heating equipment) results for the year ended February 28 1982, reported May 28. Shareholders' funds £12.22m (£12.12). Current assets £4.41m (£4.03m). Net current assets £4.43m (£4.11m). On May 24 Brianne Astumery held 18.49 per cent of the issued capital. Meeting: Droivitch, Worcesterhire, July 14, 12.30 pm. DAWSON INTERNATIONAL (textile products) results for the year ended March 31 1982 and prospects reported June 18. Fixed assets £23.55m (£22.72m). Net current assets £91.58m. Including stock £41.21m (£34.57m) and investments, cash and deposits £5.56m (£25.22m); current liabilities £52.27m (£41.91m), including loans and overdrafts £9.15m (£2.78m). Shareholders' funds £73.41m (£71.14m decrease). Chairman's statement: The company is pleased to announce that the interim dividend of 2.5p per share is being paid. The company is pleased to announce that the interim dividend of 2.5p per share is being paid. The company is pleased to announce that the interim dividend of 2.5p per share is being paid.

EUROPEAN OPTIONS EXCHANGE

Table with columns for Series, Vol., Aug. Last, Vol., Nov. Last, Vol., Feb. Last, Stock. Lists various options contracts and their trading volumes.

Companies and Markets BIDS & DEALS MINING NEWS

BPCC enters Bemrose battle

British Printing and Communication Corporation (BPCC) stepped into the £13.8m bid battle between Buzni and Bemrose Corporation yesterday with the announcement that it had nearly doubled its Bemrose holding to 11.7 per cent.

EZ plans to introduce economies

THE TASMANIAN mining and processing operations of Australia's EZ Industries are losing money because of low metal prices and rising costs, and will have to introduce economies.

United City agrees £1m commodity deal

MR TEDDY CLARKE and his minority partner, Mr Patrick O'Byrne, have agreed to sell Commodity Analysis and a stake in Chart Analysis to United City Merchants which was acquired last year by Arab Asian Bank.

Mixed feelings at Cornish meeting

THE TONE of the annual statement from the chairman of the Cornwall Chamber of Mines reads the distinctly mixed mood of the meeting held yesterday at the Camborne School of Mines.

LA REDOUTE

In his Letter to Shareholders, Mr Joseph POLLET, Chairman of the Managing Board, presents the financial results of the 1981/1982 fiscal year.

LA REDOUTE S.A. In 1981/1982 the company has shown trading results amounting to FF 164 million and running costs of FF 140 million, thus showing a trading profit of FF 24 million.

GROUP REDOUTE LA REDOUTE-CATALOGUE has shown a turnover (taxes included) of FF 4,443 million and a net profit of FF 63 million.

Lonrho loses another round in Fraser battle

Lonrho, the international trading conglomerate, has lost its third round in a long-running battle with Fraser & Neave in an effort to gain more influence in the affairs of House of Fraser, the Harrods stores group.

LONDON TRADED OPTIONS

Table showing LONDON TRADED OPTIONS with columns for Option, Expiry, Closing offer, Vol., Closing offer, Vol., Closing offer, Jan., Equity close.

BASE LENDING RATES table listing various banks and their interest rates for different terms.

ERNEST JONES (Jewellers) p.l.c. Extracts from the Interim Report 1981/82. Includes financial data like Turnover, Profit, Earnings per Share, and Dividend per Share.

THE BANKER

The June issue includes: THE TOP 500 IN WORLD BANKING \* Commentary - the decline in bank profitability \* Summary of results \* Technical background - the basis of the list \* Top 500 banks ranked according to size of assets

THE BANKER

The international forum for leading bankers everywhere. THE FINANCIAL TIMES BUSINESS PUBLISHING LIMITED. Includes subscription information and contact details.

SHARE STAKES

J. Hepworth and Sons - Real Property and Finance Corporation has disposed of 1.02m ordinary bringing total holding to 2.17m.

JAMES CREAM/PETERSON TENNANT

James Cream, the bottler and distributor of beer and stout, has begun talks which may lead to an offer for the share capital of Peterson Tennant Group, the pipe-maker.

INVEST IN 50,000

BETTER TOMORROWS! 50,000 people in the United Kingdom suffer from progressively paralyzing MULTIPLE SCLEROSIS - the cause and cure of which are still unknown - HELP US BRING THEM RELIEF AND HOPE.

Svenska Cellulosa Aktiebolaget SCA. US\$ 25,000,000 Multicurrency Loan. Managed by Svenska Handelsbanken. Provided by Caissa Nationale de Crédit Agricole, Morgan Guaranty Trust Company of New York, Samuel Montagu & Co. Limited, S.G. Warburg & Co. Ltd, Svenska Handelsbanken.

The Dunn & Hargitt Group Announces New Brokerage Relationship. Dunn & Hargitt Commodities S.A. is pleased to announce that Merrill Lynch Commodities Inc. have agreed to act as brokers to the Dunn & Hargitt Commodity Pool.

TECHNOLOGY

EDITED BY ALAN CANE

# Soviets take the lead with pipeline welding methods

President Reagan may have closed the technology door on the Soviet Union but as far as the Siberia to Europe gas pipeline is concerned it rather looks as though the Soviet horse has bolted. TOM SEALY reports.

FAR from halting the construction of the Soviet gas pipeline from Urengoy in Siberia to Western Europe, President Reagan's extended ban on U.S. gas technology exports could well speed up the installation by forcing the Soviets to concentrate their own technology to plug the gap.

For, surprising as it may seem, even leading U.S. companies recognise the Soviets as world leaders in many aspects of energy technology.

**Leaders**  
In the last few years the USSR has sold technology licences to such U.S. companies as Texas Utilities Services, Kaiser Aluminium and Chemical, Reynolds Aluminium, Alcoa, Olin, Multiarc Vacuum Systems, Maxwell Laboratories, J. R. McDermot, Andco, Joy Manufacturing, Allied Steel and Tractor and Resarc.

matic pipeline welding technology and in large-diameter pipeline construction in harsh terrain. Last year the Soviets completed one such pipeline, 2,731 km long in under 12 months largely using their own equipment. It took seven years to build the 1,300 km long Alaska pipeline.

The 4,850-km pipeline from Siberia to Europe is reportedly on schedule for completion before the 1984 target date.

The main items affected by the U.S. ban are the turbines needed for the pipeline compressor stations. To maintain the design throughput of 32bn cum a year, gas has to be pumped through the 1.42m diameter pipeline at a pressure of 75atm. To maintain this requires a 75MW compressor station at every 100km of pipeline length.

highly efficient General Electric (GE) turbine design. At approximately three turbines per station the total order was 125 turbines. The probability is that these will not now be able to be delivered.

But the Soviets do build gas compressor stations themselves. These are of an inferior design, employing eight 10MW turbines instead of three 25MW units as in the GE design. But they are available for installation by diversion from other pipeline projects.

More importantly, the Soviets now claim to have developed a new generation of modular compressor stations employing three Soviet made 25MW turbines. The first three stations are already in trial operation and are claimed to be 1.5 per cent more efficient than GE's turbines.

example, is selling Soviet licences and pipeline welding technology to companies all around the world including Japan and the U.S.

One of these companies, McDermot of New Orleans, received a group of Soviet specialists as recently as last April.

McDermot acquired a Soviet pipeline welding machine under licence in 1979, and is now attempting, with Soviet help, to redesign the machine for narrow diameter pipelines in marine applications.

**Superior**  
According to Don Sprout, McDermot's welding and metallurgy manager the Soviet technology is "impressive" and "definitely superior to any similar equipment on the international market."

In the USSR about 40 per cent of all pipeline joints are welded automatically. The latest development, Sever-1, can link 6-8 joints in a 1.42-m diameter pipeline in just one hour in a completely automatic process. It is claimed that no similar machine is available in the West.

The Soviets also appear to

have made a breakthrough in gas cooling units. The first of a new design has now been installed at the Urengoy gas field in Siberia.

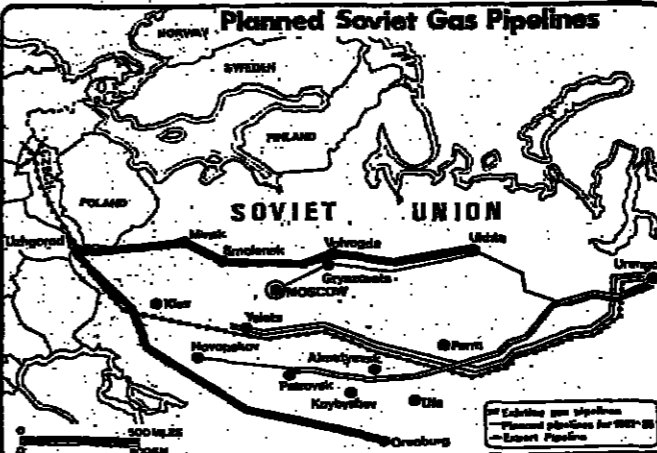
**Unique**  
It operates like a domestic refrigerator but the freezer section is replaced by a five-storey high evaporator. The gas is cooled by a propane-butane mixture and circulated by a turbo-compressor driven by Soviet jet aircraft engines.

On the pipeline side, the Soviets have developed a unique pipe design to cut their dependence on imports. It is a multi-layered 1.42m diameter pipe which can withstand an operating pressure of 100-120 atm.

With the same compressor station spacing and capacity, but with the gas pumped at 100 atm instead of 75 atm the capacity of the pipe is increased by one-third thus saving a similar amount on the amount of pipe imported from the West.

Current Soviet output of the new pipe is 250,000 t/year and is planned to rise to 1m tonnes/year by 1985.

These advances in Soviet technology do not mean that



western equipment is not needed or that the U.S. sanctions will be totally without effect. The problem, however, lies not so much in technology as in the sheer quantity of equipment needed.

affects European suppliers the Soviets may well be forced to slow down low priority pipeline projects to concentrate resources on the export pipeline. However, the export pipeline itself will still be built.

## Cutting cable costs

A SYSTEM called Mercury from Burgess Energy Systems, Stafford, allows switching control signals to be sent over mains wiring, thus cutting out cable installation costs.

It consists of a transmitter and a number of receivers. The transmitter sends "on" or "off" signals along the existing mains cables while receivers connected at the points of electrical loading, accept addressed signals to switch the loads accordingly. Up to 48 channels can be accommodated.

Mercury transmitters can be used on three phase or single phase lines while the receivers are single phase and able to switch up to 15 amps. More on 0785 47224.

# Big shake-up for simulated earthquakes or... bad North Sea weather

BY GEOFFREY CHARLISH

SHOULD YOU wish to simulate an earthquake or the motions of a giant North Sea oil platform in bad weather, or simply reproduce the vibrations of a motor car, then there is a new British grouping that can generate shaking forces ranging from ounces to tonnes.

Recently, two UK companies known for their work in vibration testing, Derritron (electromagnetics) and Servotest (hydraulics) have joined together under one banner—Derritron International.

The simulation of an earthquake is somewhat less curious than it sounds, particularly when it comes to the construction of nuclear power stations where, clearly, the prospects of radiation leaks under such conditions must be minimised.

It is a serious matter for countries in the earthquake belts and also for those where the anti-nuclear lobby is strong and there is a need to provide convincing test data. But in any event, the security of such stations in civil riot or military situations has obviously to be considered.

West Germany's Hochtemperatur-Reaktorbau GmbH has just taken delivery of a system from Derritron worth £300,000 under a project for a prototype nuclear power station financed by the West German government. It will be used to simulate the effects of shock and vibration on assemblies, structures and components that might weigh up to 25 tonnes.

**Countryside**  
The motion platform of the system measures five metres square and is wholly supported by nine powerful hydraulic actuators that can vibrate in various directions over surprising excursions. For example, with peak accelerations of 1g at a frequency of one Hertz, a stroke of 20 inches can be produced.

To move such masses about at these rates calls for forces from the actuators in the 50 to 100 tonnes region. To avoid shaking the surrounding countryside the whole apparatus is mounted on a giant

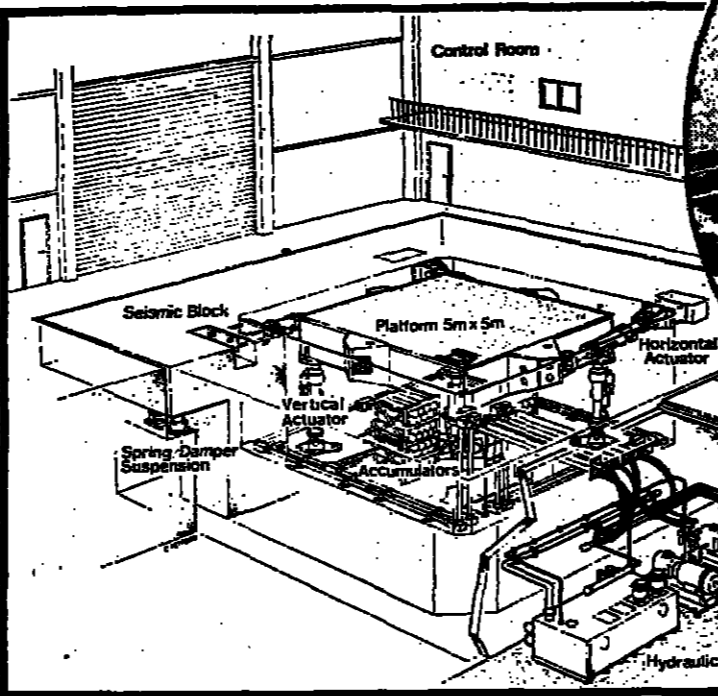
seismic block weighing 1,400 tonnes and supported by a spring damper suspension.

The control electronics provide true linear motions, eliminating cross coupling and compensating for overturning and yawing moments of the platform.

In addition, each axis is provided with a microprocessor-based unit designed and programmed to linearise the response of the system under any test condition.

A computer for programming and data analysis is provided, together with a 104 channel pulse code modulated data collection system and an instrumentation tape recorder.

The British company has also successfully completed a £400,000 contract for a sea motion simulator for Vetco Offshore. This is a multi-actuator system for functionally testing the riser tensioners on tension leg platforms (TLP), a technology that is being applied commercially for the first time in the North Sea Hutton Field by Conoco and its partners.



The Derritron earthquake simulator showing how the platform carrying test object is moved by two pairs of actuators in the horizontal plane, with vertical actuators at each corner. Many kinds of motions can be applied to the platform and the whole is mounted on a massive concrete block. Inset shows complicated fabricated structure of the platform needed to impart strength and avoid unwanted vibrations

four corners by steel members which pull down against buoyancy. The platform however, is still subject to side-

ways motion in other than calm conditions and the oil riser pipes — there may be half a dozen or so — coming up into the platform's underside, have to be kept in proper tension.

programmed analogue control. The programs used ensure that the actuators reproduce on the riser tensioner the movements and loading it would normally experience during its life in the North Sea. With the rig it is possible to increase the frequency of loadings to produce an accelerated life test.

# CATS (not feline) follow CAD and CAM on shopfloor

AFTER CAD, CAM and CAE—computer aided design, manufacture and engineering respectively, we now seem to have CATS.

No feline problems on the shop floor are denoted. CATS stands for computer aided time standards and the subject is work measurement, the process by which production management arrive at work content for payment purposes.

**Streamlined**  
At one time this was a matter of time study men standing over operators with stop watches. In the 1950s MTM methods time measurement came into use, a system in which standard motion elements of the body were assembled appropriately to match the operator's task.

H. B. Maynard, the U.S. based consultant, was behind MTM and its development MOST (Maynard Operation Sequence Technique), which greatly streamlined the rather tedious measurement and analysis procedure from about 1975. MOST concentrates, not on minute motions of the human body, but on the single common denominator of all manual work—the displacement of objects.

Patterns of movement, arranged as a sequence of events, are statistically modelled and time indexed from a MOST data table, eventually arriving at a task time standard for a 100 per cent performance by an average employee. MOST is about 40 times faster than MTM.

documentation has been automated with software that can be run on the DEC PDP-11, VAX and an IBM hardware, with disk storage depending on the amount of application data to be stored.

All the engineer has to do is enter relevant workplace and method information in plain language sentences or words. The computer then performs all the necessary calculations, drawing on any part of its database and on any similar production processes already dealt with and stored.

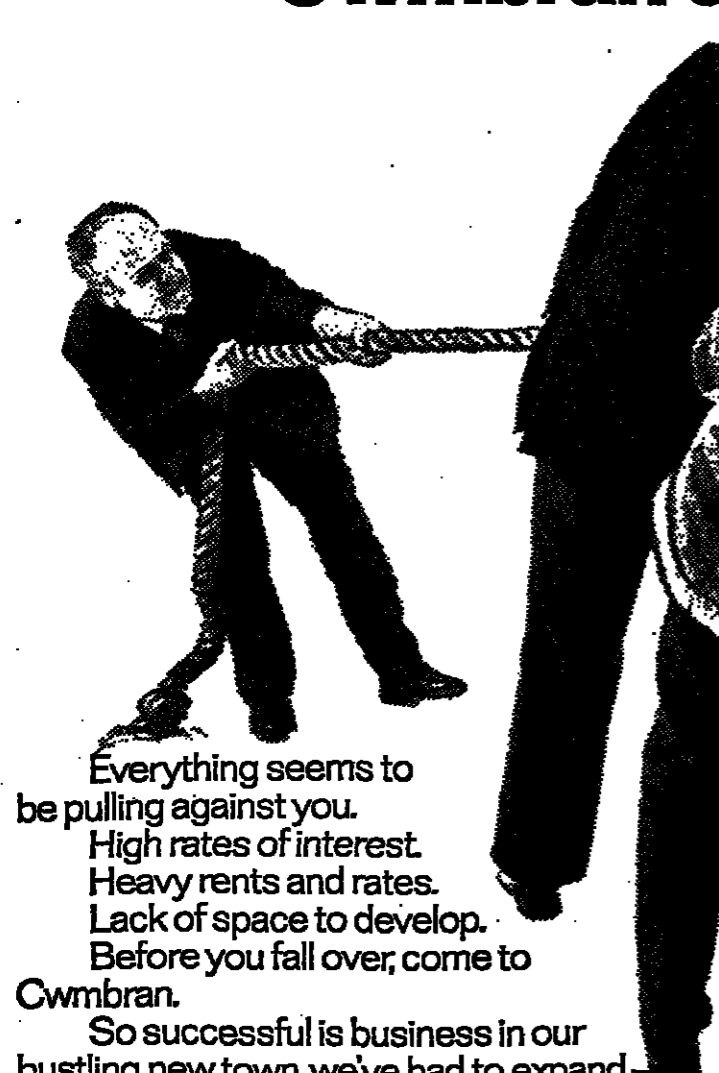
Alternative simulations may be made, based on alternative localities, distances, body motions of fixed process times, or on different production methods. In this way the engineer can become the interpreter of alternative results without the rigours of carrying out all the calculations himself.

An associated word processing program allows documentation to be produced and updated with equal ease. In addition, the resulting time standards can easily be linked into the company's mainframe computer for payroll, production control and similar purposes.

There are already several installations of the system, called Computer-MOST in the U.S., Belgium, Sweden and France.

The typical cost of a system including maintenance is about £1,250 per month (running on a DEC machine) or £2,000 on an IBM mainframe. More on H. B. Maynard, 7, Appletree Yard, London SW1 6LD (01-335 1351).

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To: R. W. Howlett, Managing Director, Cwmbran Development Corporation, Gwent House, Town Centre, Cwmbran, Gwent, NP44 1XZ. Tel: Cwmbran 67777. See Prestel page \*35190#.

Please send me your industrial information pack, and details of the grants and incentives you can give me. FT 33

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- Mees & Hope Finanzgesellschaft A.G.
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June, 1982

هكذا من الأهل

# Profits vanish .

THE WORLD'S mining industry—possibly the second biggest after agriculture—is taking its worst battering in living memory. So depressed are prices of some of the base metals that, allowing for inflation, they are probably back to the levels of the 1930s.

But mining costs have outpaced inflation over the years and whereas quite a few companies were able to make some sort of a profit in the 1930s depression, large numbers of them are now well into the red. Mr George Munroe, chairman of Phelps Dodge, the second biggest U.S. copper producer after Kennecott, said recently that few, if any, U.S. copper mines can now operate at a profit.

That also goes for the rest of the world: the major copper mines, Rio Tinto-Zinc's low cost Palabora operation in South Africa must be one of the few exceptions. Meanwhile, the list of leading mining companies that are now running at a loss is reaching alarming proportions.

Of the major U.S. companies to go into the red in the first quarter of this year, Phelps Dodge lost \$19.1m in the period compared with a profit of \$28.5m in the same quarter of last year. The largest custom smelter of non-ferrous metals in the U.S., made a loss of \$1.2m because of the low prices for silver, copper, lead and zinc. It made a profit of \$19.7m in the same quarter of last year.

The big Amax diversified natural resources group was particularly hit by the depressed market for its main product, the steel-hardening metal molybdenum. Consequently there was a first quarter loss of \$5.8m following a net profit of \$23.1m for the previous full year which, in turn, came after the record \$470m earned in 1980.

In Canada, the giant Noranda group turned in a first quarter loss of C\$18.3m (about £8.2m) against a profit of C\$60.7m in the same quarter of 1981. Mr Adam Zimmerman, the president, pointed out that only five of the group's 30-odd mines were operating profitably.

Cominco, the huge 54 per cent-owned metals and chemicals arm of the Canadian Pacific group saw the decline in 1981 earnings deteriorate into a loss of C\$15m in the first three months of this year. In an effort to bolster its finances the company is to sell its U.S. oil and gas properties.

Perhaps the worst sufferer is Canada's Inco, the world's major producer of nickel. Last year the company had to make a provision of U.S.\$464.6m for the closure of the loss-making nickel operations in Guatemala and for the sale of its electric battery subsidiary which was also in the red.

This provision, coupled with a net loss on operations of \$40.6m in the final quarter of last year, left Inco with an awesome overall net loss of \$499.5m for 1981—the first annual loss since 1932—following a net profit of \$219m in 1980.

Having cut away the dead wood and concentrated on its low-cost nickel operations in Sudbury, Ontario, Inco still recorded a loss of \$37m in the first quarter of this year and is now in the throes of what could turn out to be a protracted labour strike.

In Australia, the big base metal and coal-producing MIM Holdings went into the red in the third quarter of last year for the first time in 45 years.

For the first nine months of the current financial year to the end of this month MIM has lost A\$13.98m (about £8.25m) compared with a net profit of A\$94.4m in the same period of 1980-81.

The Rio Tinto-Zinc group's CRA saw earnings drop to A\$12.5m last year from A\$175m in 1980 and expects to report a loss for the first half of this year. The highly diversified parent RTZ, however, is still making profits thanks largely to a continuing good demand for its production of borax, which is used in a wide variety of products ranging from detergents to fire retardants.

Western Mining managed to stay in profit during the six months to December 31 last and may continue to do so in the second half of the financial year but, it too, is skating on thin ice.

South Africa, too, is feeling the pinch. Coal is still doing well as the recent results of Anglo American Coal Corporation confirm, but the share market has not yet quite recovered from the shock of a cut in De Beers' "impregnable" dividend even though the diamond giant can hardly be said to be on the bread line.

The same is true of the country's gold mines. Better placed, as far as costs and ore grades are concerned, than most others in the world, they are still making profits and paying dividends, albeit much reduced from the levels of a year ago. The more marginal grade producers, however, are increasingly having to rely on state aid as the pending June quarter results will show.

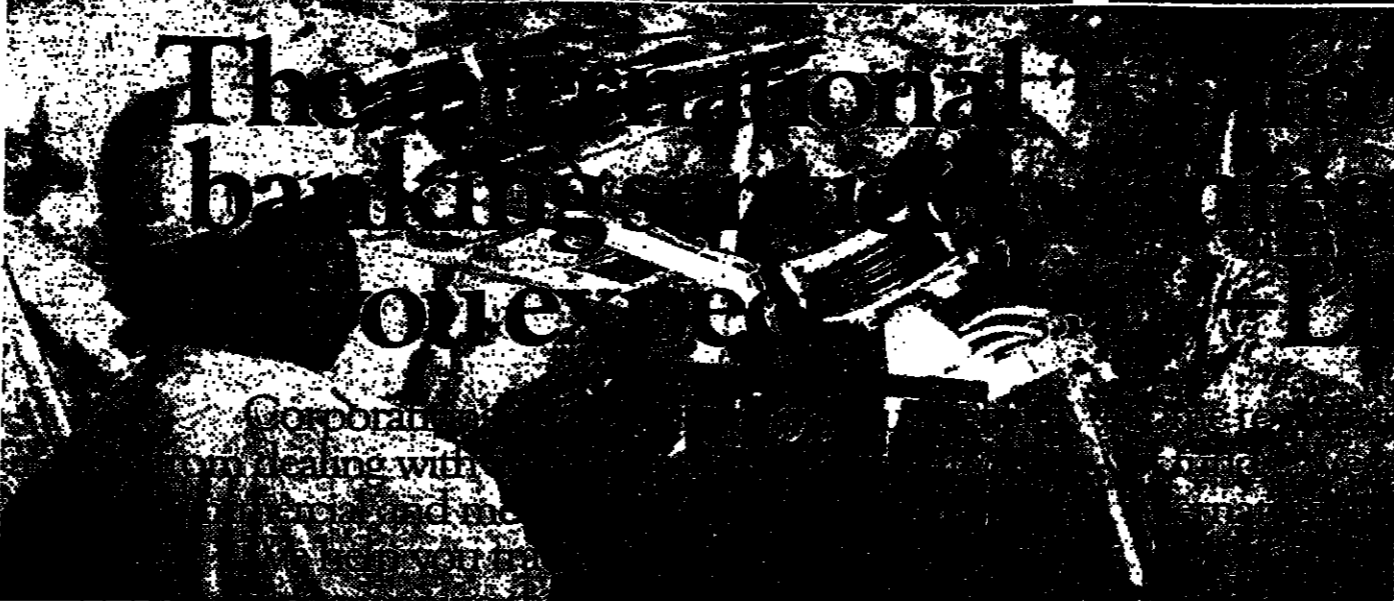
Meanwhile many of the base metal producers—notably in North America—are attempting to stem losses and redress the over-supply situation by severe cuts in output which entail heavy lay-offs of employees and often the closing of entire mines. This is especially marked in the cases of the U.S. copper producers, but not those in Chile and Australia.

Kennecott, for example, has made major cutbacks in its big copper production and so has Phelps Dodge. Amx has chopped molybdenum output by 60 per cent at its big Henderson and Climax mines in Colorado and a further 20 per cent is in train. Meanwhile development of the group's huge new Mount Emmons mine has been put on ice.

The clouds hanging over silver have forced Sunshine Mining to close down its famous mine at Kellogg, Idaho, previously the biggest silver operation in the U.S. In Canada Inco and Falconbridge have sharply reduced their nickel production while Noranda has cut back on copper, molybdenum, silver, lead and zinc.

And so it goes on. Metal markets remain weak and mining company losses continue to pile up. Where will it all end? Will the extreme hardships being suffered soon produce the depressing string of company failures and bankruptcies that would accompany similar conditions in the industrial manufacturing world? It is a possibility that cannot be ignored if present conditions persist for a further 12 months.

A few of the smaller companies are now in dire straits, although some of these may be saved by government aid where



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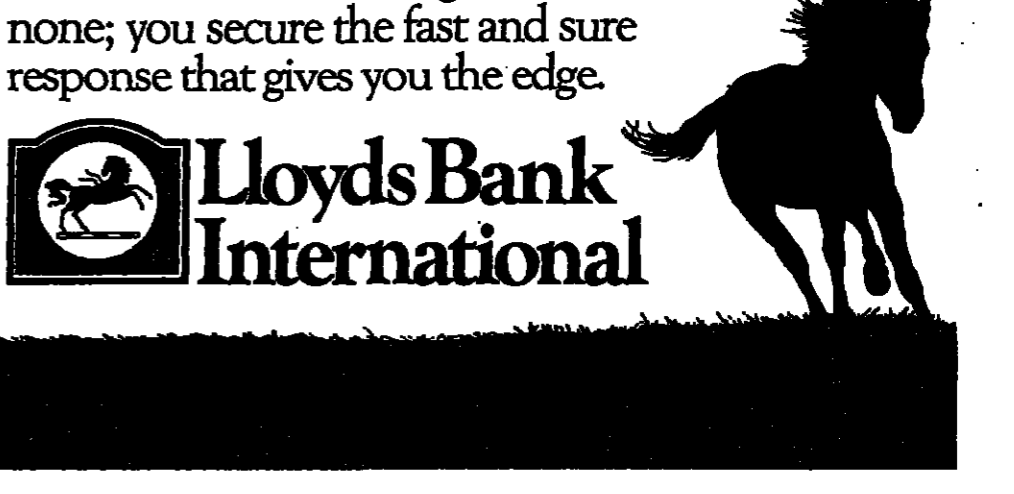
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help tide a mining company over the hard times when they are lending money against a proven commodity. The response in speculative markets, say, copper on the Metal Exchange. If the recovery hopes strengthened, the further rise in prices would be followed by a more by the market. The further rise in prices would be followed by a more by the market. The further rise in prices would be followed by a more by the market.

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## CONTRACTS

### Racal Electronics wins £20m defence order

A £20m contract for the supply of advanced electronics support measures (ESM) systems for Royal Navy submarines has been won by the Radar Defence Systems company of the RACAL ELECTRONICS GROUP. The contract, placed by the Ministry of Defence (procurement executive), is for the development and initial production of a new ESM system which is expected to be used in the Royal Navy's present and future submarines. It is claimed to be the most advanced system of its kind and is designed to protect a submarine from being spotted by radar illumination from maritime reconnaissance aircraft and enemy warships. The company expects this to be the first of a series of contracts spreading over the next few years.

HAYWARD TYLER has won orders worth around \$750,000 for pumps and turbines for use at the Esso-Mossmorran ethylene complex at Fife, in Scotland. The major part of the order was for bladed turbines, ranging from 4400 kW. The orders, received through the Lummus Company, who are the main contractors for the project, also included 16 CM process pumps.

Statil, as operator for the Statpipe Group, has signed a contract for chartering the multi-service vessel "Uncle John" with the joint venture HOULDER SHORE and COMEX SERVICES. This vessel is a semi-submersible diving and construction vessel to be used for work in connection with the pipelaying of the Statpipe system. "Uncle John" will be used for welding, repair and diving. The work will start in the summer of 1983.

The Leicester Building Society is extending its customer facilities by introducing PHILIPS automatic teller machines capable of providing 24-hour-a-day, seven-days-a-week customer service. The Leicester has placed an initial order for seven machines, worth over £150,000, with the data processing division of Philips Business Systems. Branch installation will begin this autumn.

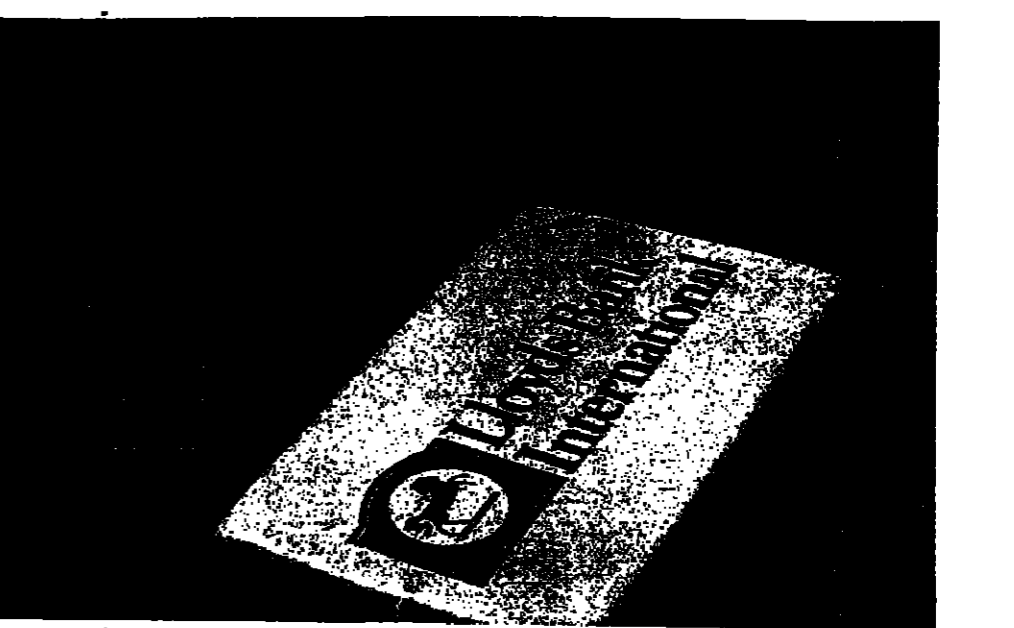
Contracts with a total estimated value of over £22m have been let by the National Coal Board.

Internally wire braided hose and assemblies for general hydraulic dust suppression for the period July 1 1982 to June 30 1983: total estimated value of the contracts is £6.4m and the business has been awarded to: AERQUIP; BTR ROSE; DUNLOP; THE GOODYEAR TYRE AND RUBBER COMPANY (GB); and WINSTER ROSE.

Mild steel plates for the period July 1 1982 to June 30 1983, total estimated value £6.1m and the business has been awarded to: BSC FLATES, BSC STRIP MILLS; and SPARTAN RED-REUGH.

PYE TELECOMMUNICATIONS, in association with sister company Philips Hong Kong, have landed a contract valued at over £2m to provide a joint police/armed services radio communications network for all maritime forces in Hong Kong, able to reach service aircraft and military units. Delivery of the system will commence during the latter part of 1982 and the commissioning will be completed during 1983.

SIGMUND PULSOMETER PUMPS, a Booker McConnell company, is to supply five special pumps for the extension of the UKOP pipeline network being jointly developed by Shell, BP, Mobil and Texaco. The pumps are to be installed for booster duties at pumping stations at Walton-on-Thames, Barking and Thurrock. The contract, worth over £100,000, has been placed by the British Pipeline Agency.



Japanese to stockpile rare metals

TOKYO—The Government is drawing up a plan to establish a two-month stockpile of 13 rare metals to limit Japan's vulnerability to interruptions in supplies, the Natural Resources and Energy Agency said yesterday.

Hopes for alloy to replace gold in connectors

WILMINGTON, Delaware—Du Pont company said it has completed development of a palladium alloy plating which holds the promise of replacing gold in most high-performance electronic connectors.

New tin pact confirmed

BY BRIJ KHINDARIA IN GENEVA

THE SIXTH International Tin Agreement will come into force provisionally starting July 1 for a period of five years, it was confirmed at talks in Geneva yesterday among 19 tin-producing and consuming countries.

This means that the buffer stock of the International Tin Council, which is currently supporting the market to prevent prices falling below the Tin Agreement "floor" level, will continue in operation when the existing pact expires on June 30.

It is also expected that the new Tin Council will introduce far stronger export controls, possibly leading to a 40 per cent cut in supplies.

The agreement comes into force only provisionally, since consumer membership is well below the 65 per cent needed for full application. Its operations will be reviewed after 18 months to see whether the pact can be enforced definitely.

TIN prices rose sharply on the London Metal Exchange yesterday following the news that the Geneva meeting had agreed to the provisional adoption of the new International Tin Agreement, effective from July 1. Cash tin closed at £285 up to £2,410 a tonne.

The three-months quotation was £287.5 higher at £6,512.5 a tonne, after reaching a peak of £2,700 at one stage. Traders said trading activity was thin, with the main business coming from "short" covering of previous sales.

The meantime a smaller, less costly, stock may be decided upon at the discretion of the Tin Council.

The U.S., the world's largest consumer, has refused to join. So has Bolivia, the fourth biggest producer.

However, Bolivia may change its mind. It has written to the UN Secretary General saying it would take a final decision after seeing how the agreement functioned in practice.

India said it would soon ratify the agreement, but the Soviet Union has remained silent. The decision to go ahead with the provisional application of the new agreement came in spite of concern among some consuming countries about the formation of a separate Tin Producers Association, announced by Malaysia, Indonesia and Thailand earlier this week.

Details of the association's establishment have not yet been worked out among producers, but officials said it would not attempt to fix prices. Malaysia agreed to allow the new agreement operation only after other producers agreed to create the association.

Mr Peter Lai, who chaired the Geneva talks, told a Press conference afterwards that the producers' action "has nothing to do with the sixth agreement". The association need not be incompetent with the agreement's aims, he added, citing as an example the harmonious functioning of the cocoa producers association alongside the International Cocoa Agreement.

Sugar back over £100

By Terry Povey

THE IECC yesterday authorised the sale of 24,250 tonnes of new series white sugar at a maximum rebate of 29.06 European currency units at its regular weekly tender. The low level of the rebate is being taken as an indication of the Commission's reluctance to sell at this time.

At this level the rebate is the equivalent of £245 per tonne and as with last week fails to bridge the gap between world prices and those of the Community. The fact that there were buyers at this level suggests an expectation on the market of further price rises.

On the London futures market yesterday, the daily price was set at £104, up £5 on Tuesday. Selling by two major trading houses saw the rate of rise from the previous day's level not being maintained. However, covering purchases against sales were also a feature. At the close, October futures were trading at \$9.90 above Tuesday's closing.

Coconut disease in Philippines

A COCONUT disease, which dries up trees within days, has devastated a great portion of the crop on the central Philippine island of Mindoro.

The disease, called "Socorro wilt" because it started at Socorro town in Mindoro, has spread to the islands of Palawan and Cebu. The Agriculture Ministry said that plant protection teams had been sent to Palawan and Cebu to impose a "coconut blockade" banning the movement of coconut products from the islands.

Coconuts are Mindoro's major crop and there are about 1.5m trees on the island which produce \$3.2m worth of copra (dried coconut meat) each year. The ministry says that since experts are still determining the cause of the disease, they are having difficulty controlling it.

The ministry is thinking of banning the entry into the Philippines of coconuts from certain Caribbean and West African countries affected with the yellowing disease.

The countries include Jamaica, Santo Domingo, Haiti, Dominican Republic, Togo, Cameroon and Ghana. Reuter

MARKET PROFILE: COCOA Surplus still a problem

By Terry Povey

WORLDWIDE recession has combined with continuing oversupply to push cocoa prices in London well below \$900 per tonne. In real terms prices are now comparable with the depressed levels of the early 1970s.

Over the last five years cocoa production has grown by an average of 80,000 tonnes per year to reach an estimated total of 1.71m tonnes for 1981/82. Consumption, measured by annual grindings, has been growing at half this rate to reach 1.89m tonnes and as a result stocks have shot up from the equivalent of one-fifth of annual grindings to more than two-fifths.

Of the six major producers, who between them account for more than 80 per cent of total output, Ghana, once the biggest producer, has seen its crop cut by half over the last decade (from 464,000 tonnes in 1971/72 to an estimated 280,000 tonnes for the current season). This fall has been more than compensated for by the rapid growth of the Ivory Coast (doubling over the decade to an estimated 460,000 tonnes in 1981/82) and Brazil (also doubling to reach 320,000 in 1981/82).

Of the other three major producers, Cameroon (about 110,000-120,000 tonnes) and Ecuador (87,000-85,000 tonnes) have had static production levels over the past decade. The third, Nigeria, has experienced a fall from 255,000 tonnes in 1971-72 to a current level of 175,000 tonnes.

Outside of these six, Malaysia appears to be making significant increases which analysts believe could reach 85,000-90,000 tonnes by the mid 1980s—about double its present level. According to ICCO figures consumption patterns over the past 10 years have been remarkably stable, total grindings rising only to an estimated 1.82m tonnes from the 1.57m of 1972.

Table with columns: Year, Crop ('000 tonnes), Closing stocks ('000 tonnes), Stocks as % of grindings, ICCO daily price (cents per lb). Rows include 1960-61, 1970-71, 1976-77, 1977-78, 1978-79, 1979-80, 1980-81, 1981-82.

The UK, fifth largest market for cocoa, has had a more-or-less static level of consumption, at around 100,000-110,000 tonnes, over the past 20 years.

In all these countries there has been increased competition from substitutes, with cocoa reduced to just a flavouring element in some products. Greater long term competition from substitutes, especially if cocoa prices rise, can be expected.

In the Eastern bloc cocoa consumption has been erratic. Inevitably it is classed as a luxury and when foreign currency is short it is cut. The USSR, the third largest consumer over the five years to 1980, has for these reasons seen its imports of cocoa range from a high of 189,000 tonnes in 1975 to a low of 93,000 in 1977. The bloc's share of world consumption rose from 8.5 per cent (100,000 tonnes being equivalent) to 13.8 per cent (200,000 tonnes) over the last 20 years.

The growth in the size of the surplus has also pushed the ICCO into crisis. Ivory Coast, the world's largest producer, and the U.S., the biggest consumer, have stayed out of the current agreement since 1975.

So large is the surplus because the funds available to the ICCO for buffer stock purchases were quickly exhausted. By the end of 1981 the \$230m, which was the accumulated levy income for the previous eight years, had been spent buying just over 100,000 tonnes of cocoa. This did little to prevent prices slipping further.

LONDON OIL SPOT PRICES

Table of oil spot prices including Arabian Light, Iranian Light, North Sea Brent, and African Heavy.

GAS OIL FUTURES

Table of gas oil futures prices for August, September, October, November, and December.

BRITISH COMMODITY MARKETS

Table of British commodity prices for Tin, Copper, Silver, and Lead.

RUBBER

Table of rubber prices for various grades and origins.

PRICE CHANGES

Table of price changes for metals, oils, and other commodities.

AMERICAN MARKETS

Table of American market prices for various commodities.

GOLD MARKETS

Gold fell \$4 an ounce from Tuesday's close in the London market yesterday to finish at \$301.3021. It opened at \$297.298 and rose above \$300. However it came back later in the day to finish roughly mid-way in the day's range of \$297-306.

LONDON FUTURES

Table of London futures prices for gold, silver, and tin.

COCOA

Table of cocoa prices for various grades and origins.

SOYABEAN MEAL

Table of soyabean meal prices for various grades.

SUGAR

Table of sugar prices for various grades and origins.

TUESDAY'S CLOSING PRICES

Table of Tuesday's closing prices for various commodities.

LEAD

Table of lead prices for various grades.

ZINC

Table of zinc prices for various grades.

COPPER

Table of copper prices for various grades.

COFFEE

Table of coffee prices for various grades.

WHEAT

Table of wheat prices for various grades.

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Table of wheat prices for various grades.

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INDICES

Table of financial indices including FTSE 100, DOW JONES, and EUROPEAN STOCK EXCHANGES.

EUROPEAN STOCK EXCHANGES

Table of European stock exchange prices for various countries.

MEAT/FISH

Table of meat and fish prices for various commodities.

VEGETABLE OILS

SOYABEAN OIL—The market opened slightly higher on commission house buying but weakened on trade selling.

POTATOES

LONDON POTATO FUTURES—The market was uncertain and after an initial decline of unreported yields prompted keen trade selling.

WOOL FUTURES

LONDON NEW ZEALAND CROSS-SHREDS—Close (in order: buyer, seller, business). New Zealand cents per kg.

COTTON

LIVERPOOL—Spot and shipment prices amounted to 40 tonnes. Only despatch buying took place through purchases in specialist types were reported.

MEAT/FISH

SMITHFIELD—Pence per pound. Beef, Scotch Highland sides 78.5 to 84.2; English hindquarters 100.0 to 102.0.

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INTERNATIONAL COMPANIES and FINANCE

Companies and Markets

Wide mesh in French dividend net

BY TERRY DOODSWORTH IN PARIS

AFTER the buffeting which the French bourse has gone through since the Socialist election victory a year ago, brokers took stock of the new breeze on dividends yesterday with an almost palpable sigh of relief.

Even without the poorly performing oil companies, which have a particularly big impact on the average figure, the increase would have come only to 3 per cent.

In addition, the rights issue provision provides an escape hatch for those companies which have been paying attention to ministerial speeches and expanding their capital base.

Bonn rules out state stake in AEG

By Kevin Done in Frankfurt

THE CAMPAIGN by West German trade unions and the workforce of AEG-Telefunken to persuade the state to take a substantial shareholding in the ailing electrical group to save it from financial collapse was stopped in its tracks yesterday.

Welcome expected for banks' FRN issues

BY ALAN FRIEDMAN

BANQUE NATIONALE de Paris (BNP) has placed a \$76m floating rate note issue through Samuel Montagu. The private placement will be listed in London, but Montagu last night declined to disclose the terms.

issues, despite the battered state of the Eurodollar market, illustrates the market's desire for a hedge against the volatility of interest rates.

Prices of Swiss franc foreign bonds recovered about 1/2 point yesterday despite the strong U.S. dollar and the rise of short-term time deposit rates.

Aid for Turkish bank casualties

BY METIN MUNIR IN ANKARA

THE TURKISH central bank has set up a special fund to support banks experiencing difficulties following the collapse of the country's largest money broker, Banker Kastelli.

The central bank fears, however, that the move may take it beyond the credit ceilings set by the International Monetary Fund with which Turkey has a three-year stand-by arrangement.

recipient was Hisarbank, which also converted about \$7m worth of its foreign currency holdings into Turkish lira.

Gulf buys Cities Service 'at a discount'

By Paul Betts in New York

GULF OIL, the sixth largest U.S. company, is apparently buying Cities Service, the country's 20th largest oil company, at a discount, according to First Boston and Lehman Brothers.

Gulf has offered \$63 a share in cash and securities for Cities Service in a deal valued at \$63m.

Regan seeks to ease bond curbs

By Our New York Staff

MR DONALD REGAN, the U.S. Treasury Secretary, said yesterday that prompt congressional action to remove some of the constraints on issuing U.S. government bonds was "urgently needed to avoid further disruption of the government securities market and needless increases in the cost of financing the public debt."

S & P ratings for Eurobonds

BY OUR EUROMARKETS STAFF

THE U.S. debt rating service, Standard and Poor's Corporation, yesterday announced it would immediately begin assigning ratings to new Eurobond issues of both U.S. and non-U.S. borrowers which already have S & P rating on outstanding long-term issues.

to all outstanding Eurobonds which also have outstanding U.S. ratings. S & P views the new service as a "logical extension of its existing rating business and attributes the new development to the "internationalisation of the world's capital markets."

according to S & P, compared with \$48bn in the U.S. bond market. In the first quarter of 1982 the par value of Eurobonds exceeded that of the U.S. domestic market by 50 per cent.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these other bonds see the complete list of Eurobond prices which will be published next on Tuesday July 13.

Table with columns: U.S. DOLLAR, Issued, Bid, Offer, Change on day, Yield. Lists various bond issues like Aetna, Amex, Amstar, etc.

Table with columns: OTHER STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Lists various bond issues like Cap. Pac. S. 15, Amstar, etc.

Table with columns: DEUTSCHE MARK, STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Lists various bond issues like Aetna, Amex, etc.

Table with columns: CONVERTIBLE, Cmv, Cmv, Bid, Offer, Change on day, Yield. Lists various convertible bond issues like Aetna, Amex, etc.

\$350m credit for Seoul subway

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

THE SEOUL Metropolitan Subway is raising a \$350m credit package in the Euromarkets to help finance the purchase of equipment from a consortium led by General Electric Company (GEC) of the UK.

Swiss and German markets as well as through the U.S. Eximbank.

The main part of the GEC contract involves the supply of 402 coaches in conjunction with Daewoo Heavy Industries of Korea.

Advertisement for Banco de Chile U.S. \$62,000,000 Medium Term Loan. Includes logos for Banco de Chile, Gulf International Bank B.S.C., Al Ahli Bank of Kuwait K.S.C., National Bank of Abu Dhabi, The National Bank of Kuwait S.A.K., AL-UBAF Group, Saudi International Bank, and Gulf International Bank B.S.C.

Table with columns: YEN STRAIGHTS, Issued, Bid, Offer, Change on day, Yield. Lists various yen bond issues like J.B. 8, etc.

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WORLD STOCK MARKETS

Fresh early Dow rally falters

Closing prices for North America were not available after a modestly extending rally Wall Street slipped back to make a rather mixed showing at mid-session yesterday. Trading was active. Analysts attributed the subsequent ebb to continuing worries about the high level of interest rates.

The Dow Jones Industrial Average which picked up 9.71 points on Tuesday, was down 2.10 at 797.56 at 1 pm, drifting back below the critical 800 support level after inching up about three points during the morning.

The NYSE All Common Index was off 7 cents at 862.22, after reaching 862.37, although gains still held at mid-session by a narrow margin. Turnover came to 40.18m shares against the previous day's 1 pm level of 39.84m.

Airlines provided one of the few strong groups in the market and the Dow Jones Transportation average was the only market index with a gain, rising 1.27. Eastern Airlines put on a record 2.4 million shares.

A block of 954,000 shares were traded at \$32.1. J Walter advanced 1 1/2 to 51 1/2 after reporting higher third-quarter earnings.

High Tech fell 1/2 to \$25. On Tuesday, some employees of High Tech were arrested and charged with conspiring to steal confidential computer information from the firm.

The Nikkei-Dow Jones Average 26.67 ahead at 7,154.63, following Tuesday's recovery of about 37 points. The Tokyo SE index recorded 2.24 more at 8,532.90, while volume improved to 190m shares from the previous day's 150m.

Hitachi, Yoko, and Mitsubishi Electric Y80, were down 79 shares at Y799 and Fujitsu Y5 at Y755. Pioneer Electronic shed Y30 to Y1,510, Victor Y30 to Y2,230, Sony Y10 to Y3,350 and Canon retained Y20. Tokai Electronics advanced Y70 to Y3,970. Motors were favoured, Honda

outnumbered declines by 355 to 132. Golds gained 20.7 at 1,452.5, but Oil and Gas lost 1.7 at 2,451.5. Most active Dome Petroleum was up 1 at C\$91 on volume of 237,460 shares, after reaching a high of C\$94.

Tokyo Further heartened by another stable performance by the yen and also the good overnight Wall Street rally, the Tokyo market extended Tuesday's recovery in rather light although increased trading yesterday.

However, Computer shares came under selling pressure during the afternoon and ended mostly lower on news that some employees of two major Japanese computer makers—Hitachi and Mitsubishi Electric—were arrested in the U.S. for allegedly stealing secret IBM documents.

The new race throughout the afternoon was the reverberations sent the stocks of the two companies falling in the morning, buyers had been seeking Hitachi and Mitsubishi shares on the day's resilience.

The news, which left some stunned and dismayed, spawned speculation that trade frictions between the U.S. and Japan in the field of advanced electronics may flare up again and thus subvert many computer shares.

Nevertheless, there were still sufficient shares in the market in the market to leave the Nikkei-Dow Jones Average 26.67 ahead at 7,154.63, following Tuesday's recovery of about 37 points. The Tokyo SE index recorded 2.24 more at 8,532.90, while volume improved to 190m shares from the previous day's 150m.

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decision to limit the increase in stock dividends to an average of 8 per cent in 1982 and 1983. This will mean that companies which increased their payouts by more than 16 per cent this year will not be able to pay a dividend in 1983.

The renewed strength of the U.S. dollar was also tending to keep buyers away from the market. Traders remarked that the market's weakness was significant since yesterday marked the start of the new monthly trading account. Declines led advances by two-to-one in the French section.

Amont, Cie Francaise de Raffinage lost FF 1.2 to FF 85.3 after news of a 1981 concession to the OPEC cartel. Solidaire net loss of FF 925m solidated net loss of FF 1.2m in 1980. STZ Francaise des Petroles BP lost 2.5 to FF 1.2 to FF 38.8 also following an announcement of an increased consolidated net loss for last year.

Australia Firmer commodity prices overnight and Tuesday's good rally on Wall Street failed to brighten Australian markets yesterday, shares ending easier-inclined than the day's opening.

REZ Industries was cut down 27 cents to A\$3.30 on a poor profits outlook. Overall market leader BHP finished 6 cents lower at A\$6.88m, after touching A\$8.94, but Western Mining improved 5 cents to A\$11.20.

Retailer Grace Bros. climbed 16 cents to A\$3.51, while Bond, which recently said it is considering a full takeover bid, held steady at A\$1.12.

Hong Kong The market ended the routine half-day with a little change, following another very quiet business. There was a further modest rally at the outset in the wake of the overnight Wall Street recovery, but some late selling eroded the gains.

Paris Bourse prices were mostly weaker in quiet trading. Market analysts said investors were reacting to the news of the French Government's wage and price freeze, which was spelled out on Tuesday.

Especially worrying was the

Canada

A further recovery during early morning on Canadian markets also faded. However, the Toronto Composite Index retained a net improvement of 3.8 at 1,397.7, while rises touch 1,816.78, while rises touch

CANADA

Table of Canadian stock prices including companies like Alcan, Inco, and various resource stocks.

FRANCE

Table of French stock prices including companies like Elf, Peugeot, and Renault.

GERMANY

Table of German stock prices including companies like Volkswagen, Siemens, and SAP.

INDICES

Summary table of major stock indices from various countries including Dow Jones, Nikkei, and others.

STANDARD AND POORS

Table of Standard and Poors indices for various countries and sectors.

NEW YORK

Table of New York stock market data including volume, price changes, and market status.

NEW YORK

Main table of New York stock prices for various companies like ACF Industries, Am Int'l, and others.

STOCK

Main table of stock prices for various companies like GM, Ford, and others.

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هكذا من الأهل

Buoyant defence stocks relieve tedious session Gilt-edged rally falters on shortage of funds

Account Dealing Dates... First Declared Last Account... With the threatened national... A shortage of near funds... Equity markets were impressed...

to stimulate buying interest... the latter's interim results are... slight bear covering. The Gold... Opening sharply lower at... A slightly firmer tone in...

FINANCIAL TIMES STOCK INDICES table with columns for June 22, 23, 24, 25, 26, 27, 28, 29, 30, 1 year ago.

HIGHS AND LOWS S.E. ACTIVITY table with columns for 1982 High, Low, Since Compil'n High, Low, June 22, June 21.

British Aero. up... Few of the miscellaneous... Industrial leaders recorded...

Racial strong... Racial made a strong response... to the preliminary results...

Oil easier... Further weakness in the Rotterdam... spot crude price made...

Quiet mines... Lack of investment incentive... resulted in a quiet and lacklustre...

RECENT ISSUES

Table with columns: Issue price, Amount, 1982 High, Low, Stock, Opening price, etc.

FIXED INTEREST STOCKS

Table with columns: Issue price, Amount, 1982 High, Low, Stock, Opening price, etc.

"RIGHTS" OFFERS

Table with columns: Issue price, Amount, 1982 High, Low, Stock, Opening price, etc.

RISES AND FALLS YESTERDAY

Table with columns: Rises, Falls, British Funds, Foreign Bonds, etc.

AAA INDS./GLOSSOP ACQUISITION

Glossop's ordinary offer has been accepted on account of 3,412,375 ordinary shares...

Renunciation date usually last day for dealing free of stamp duty... based on prospectus estimate...

ACTIVE STOCKS

Table with columns: Stock, Closing price, Day's change, etc.

TUESDAY'S ACTIVE STOCKS

Table with columns: Stock, No. of closing price, Day's change, etc.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table with columns: EQUITY GROUPS & SUB-SECTIONS, Wed June 23 1982, etc.

FIXED INTEREST

Table with columns: AVERAGE GROSS REDEMPTION YIELDS, etc.

NEW HIGHS AND LOWS FOR 1982

The following quotations in the Share Information Service yesterday showed new Highs and Lows for 1982.

Table with columns: NEW HIGHS (17), NEW LOWS (57), etc.

OPTIONS

First Last For Deal Last Declared Settlements... May 24 June 13 Sept 27...

Editor's Proof advertisement for Financial Times Syndication Service, featuring a large 'Editor's Proof' graphic and text about newspaper syndication.

CURRENCIES and MONEY

Late fall

The dollar fell in late trading from the highs seen earlier in the day although it remained considerably firmer than Tuesday's closing levels in London. Trading was quiet for most of the day with the prospect of high U.S. interest rates likely to underpin the dollar for some time to come.

THE POUND SPOT AND FORWARD

Table with columns: Date, Day's spread, Close, One month, % Three months, % Six months. Rows include U.S., Canada, Netherlands, Belgium, Denmark, Ireland, W. Ger., Portugal, Spain, France, Norway, Sweden, Japan, Austria, and Switz.

THE DOLLAR SPOT AND FORWARD

Table with columns: Date, Day's spread, Close, One month, % Three months, % Six months. Rows include UK, Ireland, Canada, Netherlands, Belgium, Denmark, W. Ger., Portugal, Spain, Norway, France, Sweden, Japan, Austria, and Switz.

EMS EUROPEAN CURRENCY UNIT RATES

Table with columns: Currency, ECU amount, % change from previous, % change against ECU, % change adjusted for divergence, Divergence limit. Rows include Belgian Franc, Danish Krona, German D-Mark, French Franc, Dutch Guilder, Irish Punt, and Italian Lira.

CURRENCY MOVEMENTS

Table with columns: Bank of England, Morgan Guaranty, and other banks. Rows include Sterling, U.S. dollar, Canadian dollar, Austrian schilling, Belgian franc, Danish kroner, Deutsche mark, Swiss franc, and Yen.

CURRENCY RATES

Table with columns: Bank, Special rate, European rate, Drawing Units. Rows include Argentina, Australia, Brazil, Finland, Greek Drachma, Hong Kong Dollar, Kuwaiti Dinar, Luxembourg, Malaysia, New Zealand, Saudi Arabia, Singapore, Sth African Rand, U.A.E. Dirham, and Yugoslavia.

OTHER CURRENCIES

Table with columns: June 23, Note Rates. Rows include Argentina, Australia, Brazil, Finland, Greek Drachma, Hong Kong Dollar, Kuwaiti Dinar, Luxembourg, Malaysia, New Zealand, Saudi Arabia, Singapore, Sth African Rand, U.A.E. Dirham, and Yugoslavia.

EXCHANGE CROSS RATES

Table with columns: June 23, Pound Sterling, U.S. Dollar, Deutschmark, Japanese Yen, French Franc, Dutch Guilder, Italian Lira, Canadian Dollar, and Belgian Franc.

FT LONDON INTERBANK FIXING (11.00 a.m. JUNE 23)

Table with columns: 3 months U.S. dollars, 6 months U.S. dollars. Rows include bid 16 1/16, offer 16 1/8, bid 16 1/4, offer 16 5/8.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table with columns: June 23, Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, D-Mark, French Franc, Italian Lira, Belg. Franc, Yen, Danish Krone. Rows include Short term, 1 day's notice, 1 month, 3 months, 6 months, and One Year.

MONEY MARKETS

UK clearing bank base lending rate 12 1/2 per cent (since June 8). Day to day credit was again in short supply in the London money market yesterday with the Bank of England giving an initial forecast of a shortage of £700m.

MONEY RATES

Table with columns: NEW YORK, GERMANY, FRANCE, JAPAN. Rows include Prime rate, Fed funds (2-week), Treasury bills (13-week), Treasury bills (28-week), Lombard, Overnight rate, One month, Three months, Six months, and Discount rate.

EUROCURRENCIES

Euro-dollar rates finished below the highest level of the day but still slightly up from Tuesday. Initially rates were much firmer, partly in reaction to Tuesday's weaker trend which some considered as overdue.

LONDON MONEY RATES

Table with columns: June 23, Starting rate, Interbank, Local Authority deposits, Local Authority negotiable bonds, France House Deposits, Discount Deposits, Treasury Bills, Eligible Bills, Fine Bills. Rows include Overnight, 2 days notice, 7 days notice, One month, Three months, Six months, and One year.

Ashdown Inv. moves ahead

After-tax profits of the Ashdown Investment Trust moved ahead from £218,524 to £260,161 for the first six months to May 31 1982.

Further shortage in UK market

£157m in band 3 (34-63 days) at 12 1/2 per cent. In band 4 (64-91 days) it bought £26m of Treasury bills and £77m of local authority bills all at 12 1/2 per cent. In addition it purchased £234m of eligible bank bills (64-91 days) at 12 1/2 per cent.

EURODOLLARS steadier

Euro-dollar rates finished below the highest level of the day but still slightly up from Tuesday. Initially rates were much firmer, partly in reaction to Tuesday's weaker trend which some considered as overdue.

FT UNIT TRUST INFORMATION SERVICE

Table with columns: Authorised Trusts, Unit Managers, and various trust names like Ashdown Inv. Trust, etc.

FT UNIT TRUST INFORMATION SERVICE. AUTHORIZED TRUSTS. A large grid of financial data listing various unit trusts, their managers, and performance metrics.

Handwritten Arabic text at the bottom of the page, possibly a signature or note.



INSURANCES

Table of insurance companies and their products, including Life Assurance Co. Ltd., Crown Life, and various international and local policies.

INSURANCE & OVERSEAS MANAGED FUNDS

Large table listing various insurance and managed funds, including Life Assurance Co. of Pennsylvania, Norwich Union Insurance Group, and numerous international investment funds.

Table of international and specialized insurance and managed funds, including Gravel Management Limited, Swiss Re, and various offshore investment vehicles.

OFFSHORE AND OVERSEAS

Table of offshore and overseas investment funds, including Fidelity International, Sun Life, and various international equity and bond funds.

NOTES: Prices are in pence unless otherwise indicated and are subject to change without notice. For full details of each fund, please refer to the prospectus.



INDUSTRIALS—Continued

Table of industrial stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

LEISURE—Continued

Table of leisure stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

PROPERTY—Continued

Table of property stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

INVESTMENT TRUSTS—Cont.

Table of investment trusts including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

OIL AND GAS—Continued

Table of oil and gas stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

Saitama Bank advertisement with logo and contact information: Tokyo Int'l Dept. & Foreign Business Dept. Tel. (03)-21-1-121.

MINES—Continued

Table of mines stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

MOTORS, AIRCRAFT TRADES

Table of motors and aircraft trades stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

SHIPPING

Table of shipping stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

SHOES AND LEATHER

Table of shoes and leather stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

SOUTH AFRICANS

Table of South African stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

TEXTILES

Table of textile stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

PAPER, PRINTING ADVERTISING

Table of paper, printing, and advertising stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

TOBACCOS

Table of tobacco stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

PROPERTY

Table of property stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

INSURANCE

Table of insurance stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

LEISURE

Table of leisure stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

OVERSEAS TRADERS

Table of overseas traders stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

RUBBERS AND SISALS

Table of rubber and sisal stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

TEAS

Table of tea stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

MINES

Table of mines stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

REGIONAL AND IRISH STOCKS

Table of regional and Irish stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

OPTIONS

Table of options stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

Copper

Table of copper stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

NOTES

Notes section containing various financial notices and announcements regarding stock prices and company matters.

FINANCE, LAND, ETC.

Table of finance, land, and other stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

OIL AND GAS

Table of oil and gas stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks including companies like Anglo-Siam, Anglo-Siam, Anglo-Siam, etc. with columns for stock, price, and change.

